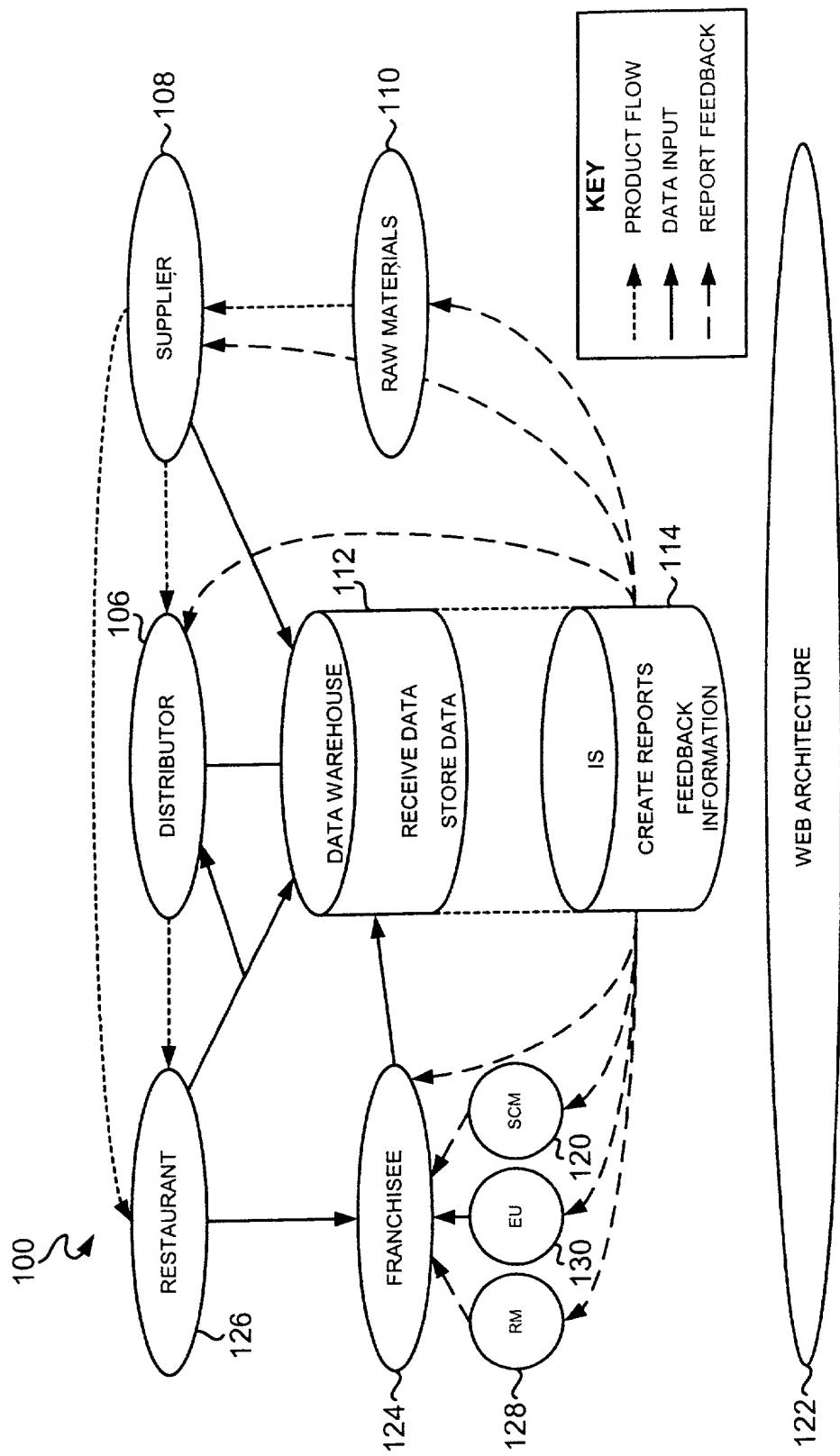
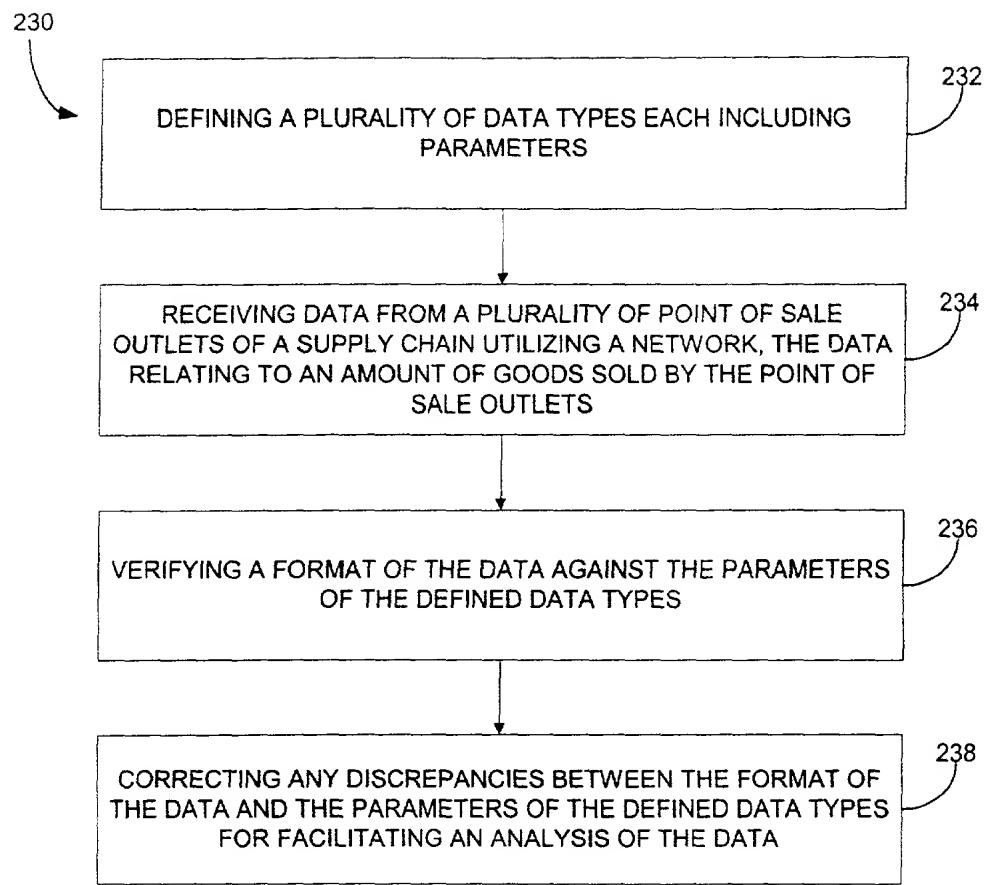


**FIG. 1A**

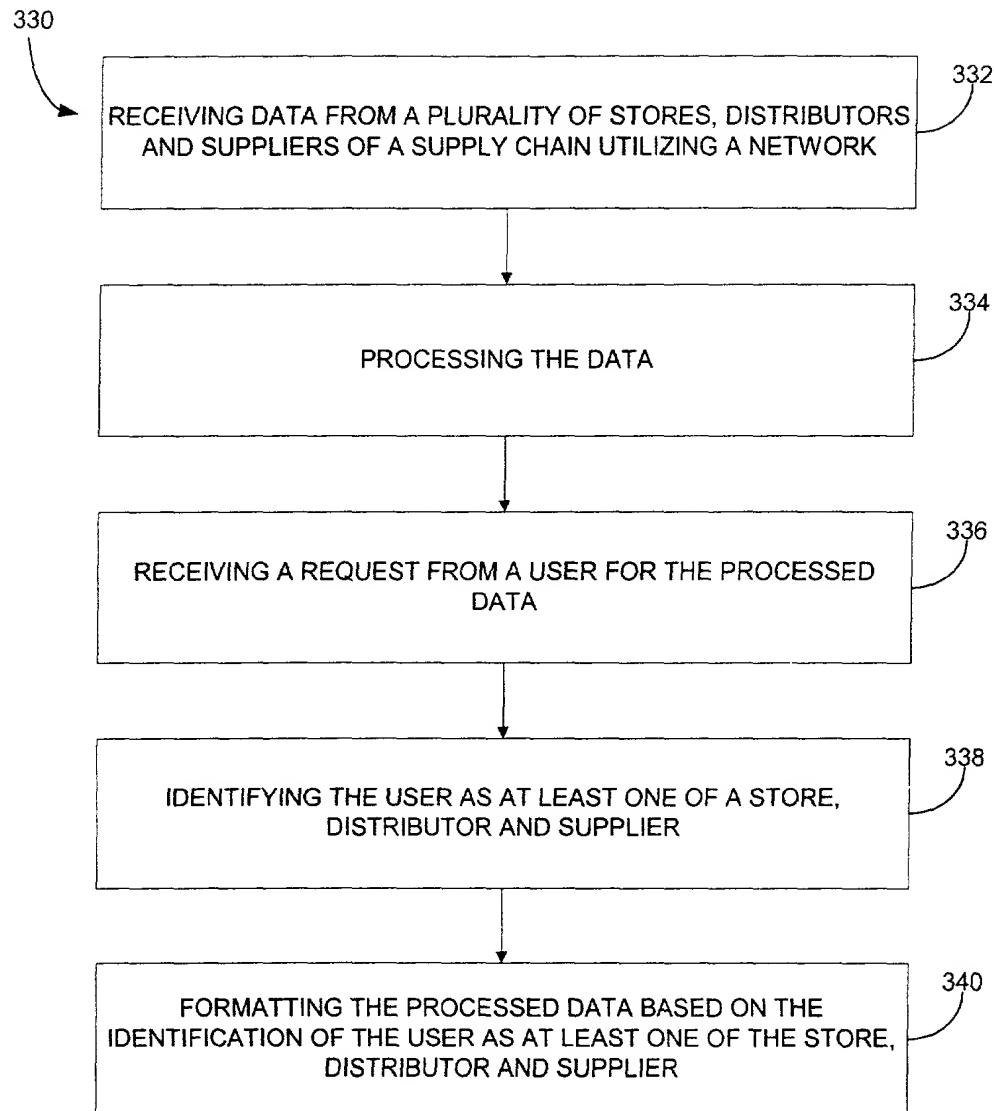


**FIG. 1B**



**FIG. 2**

100 101 102 103 104 105 106 107 108 109 110



**FIG. 3**

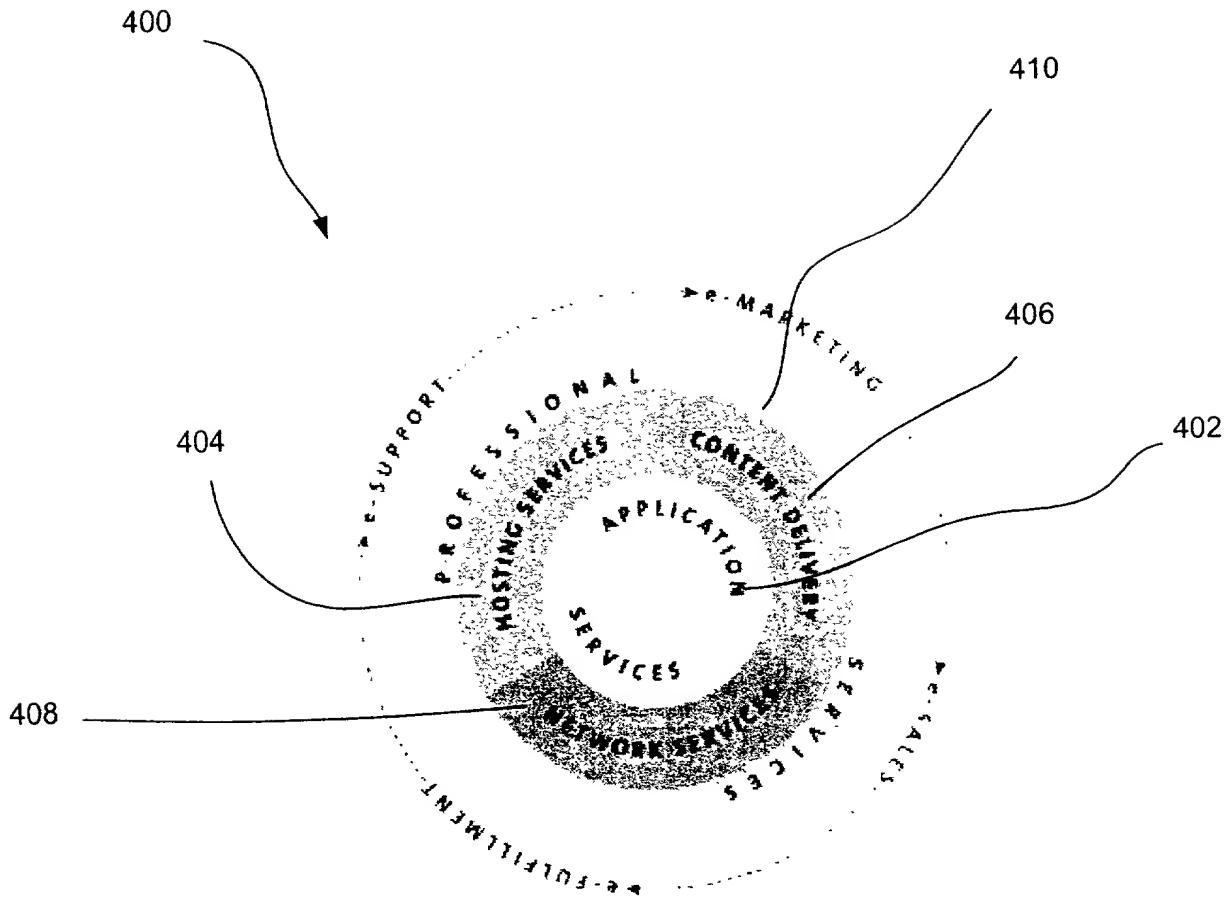
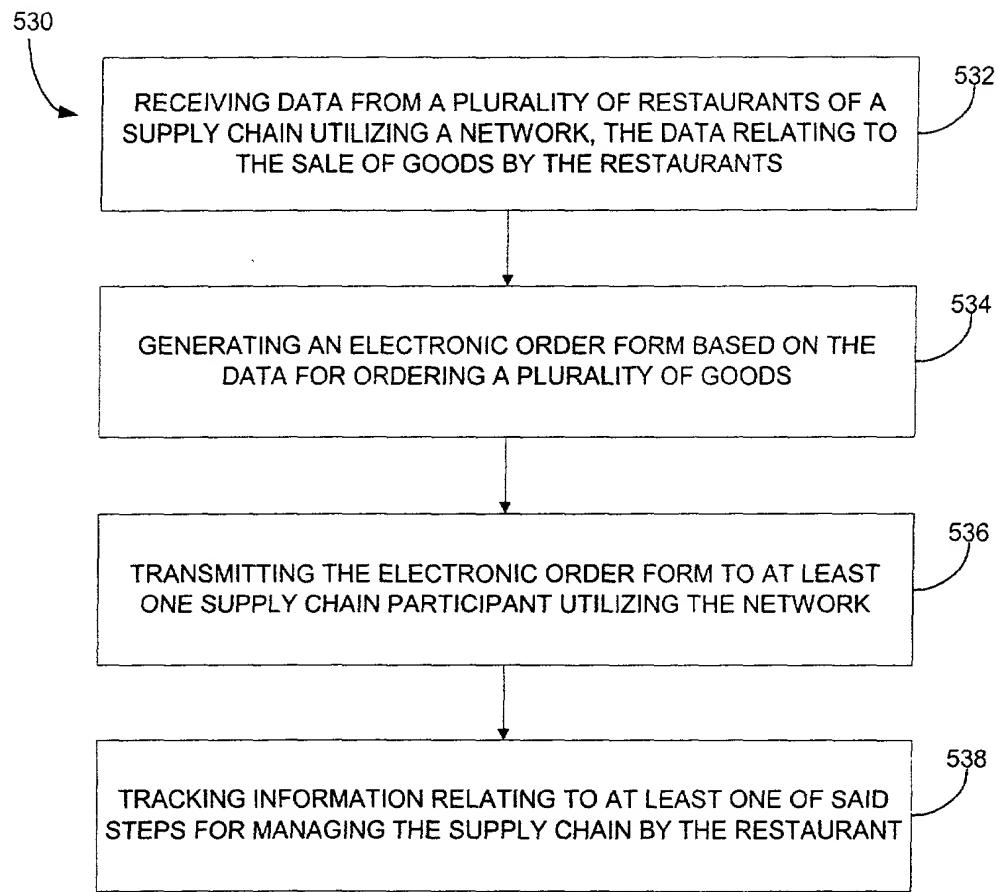
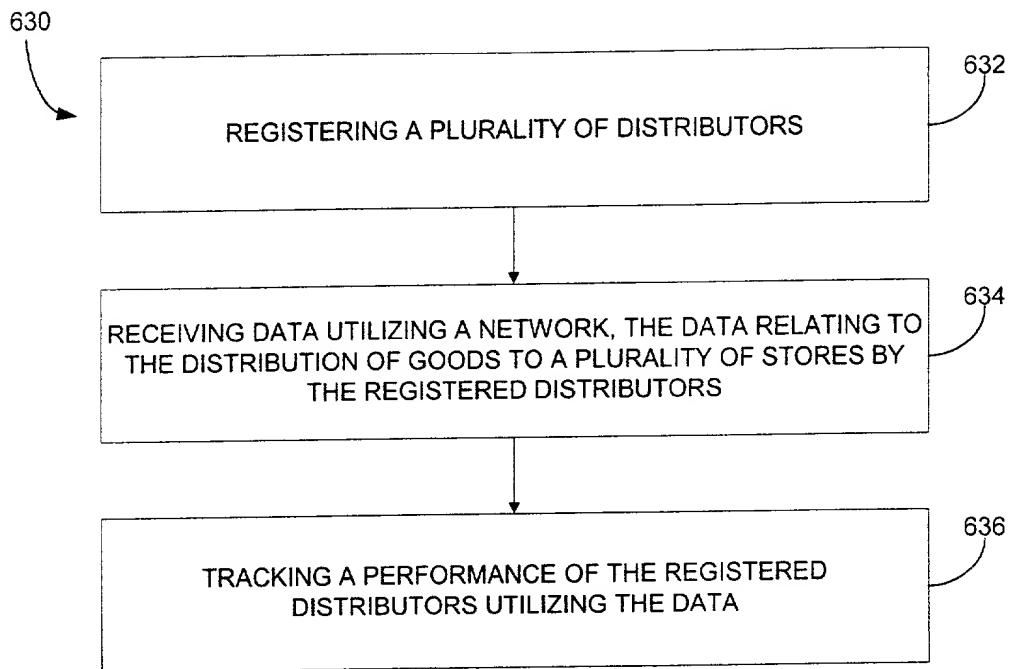


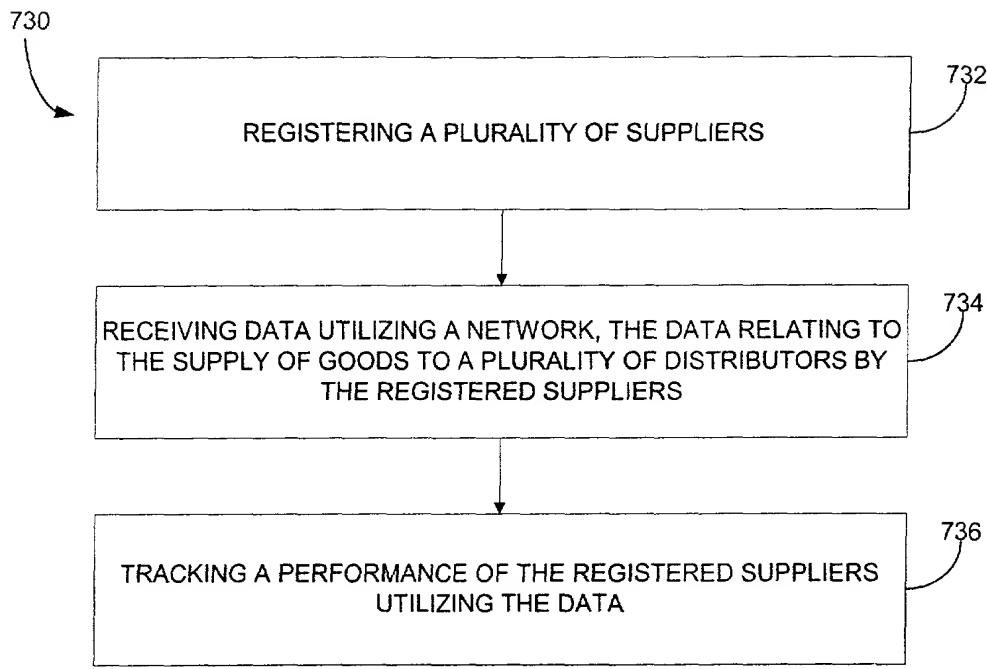
Fig. 4



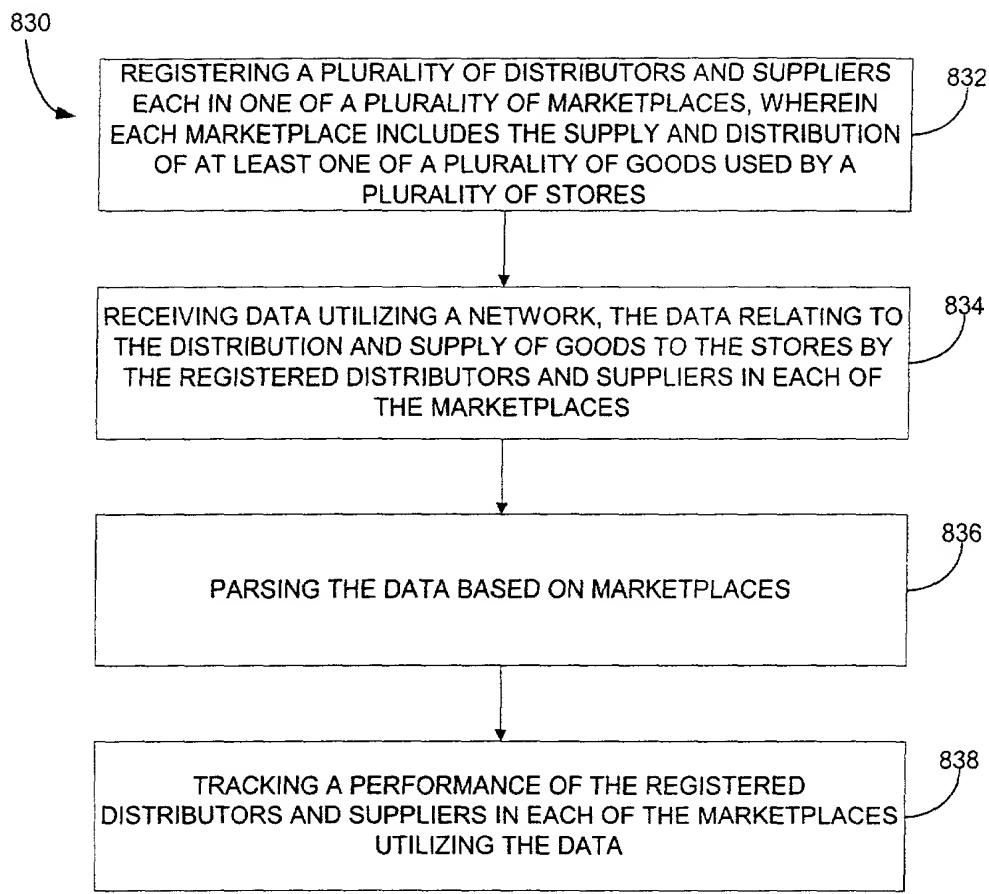
**FIG. 5**



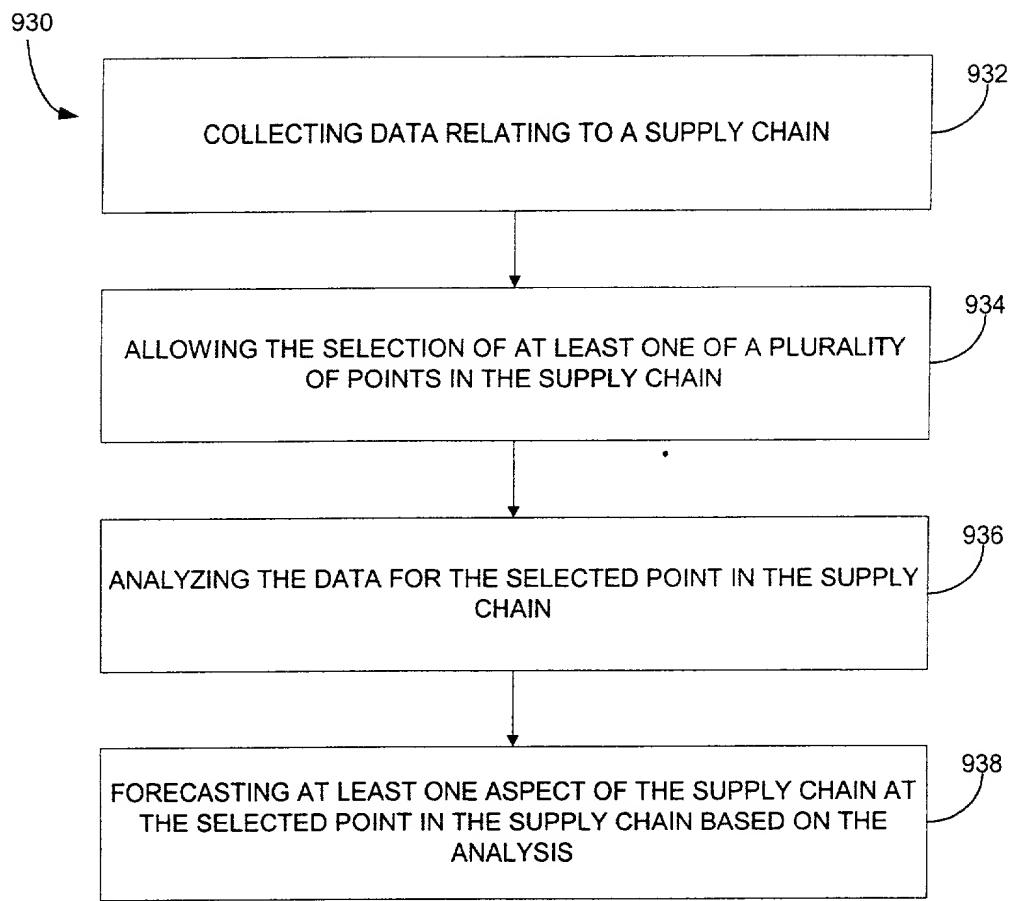
**FIG. 6**



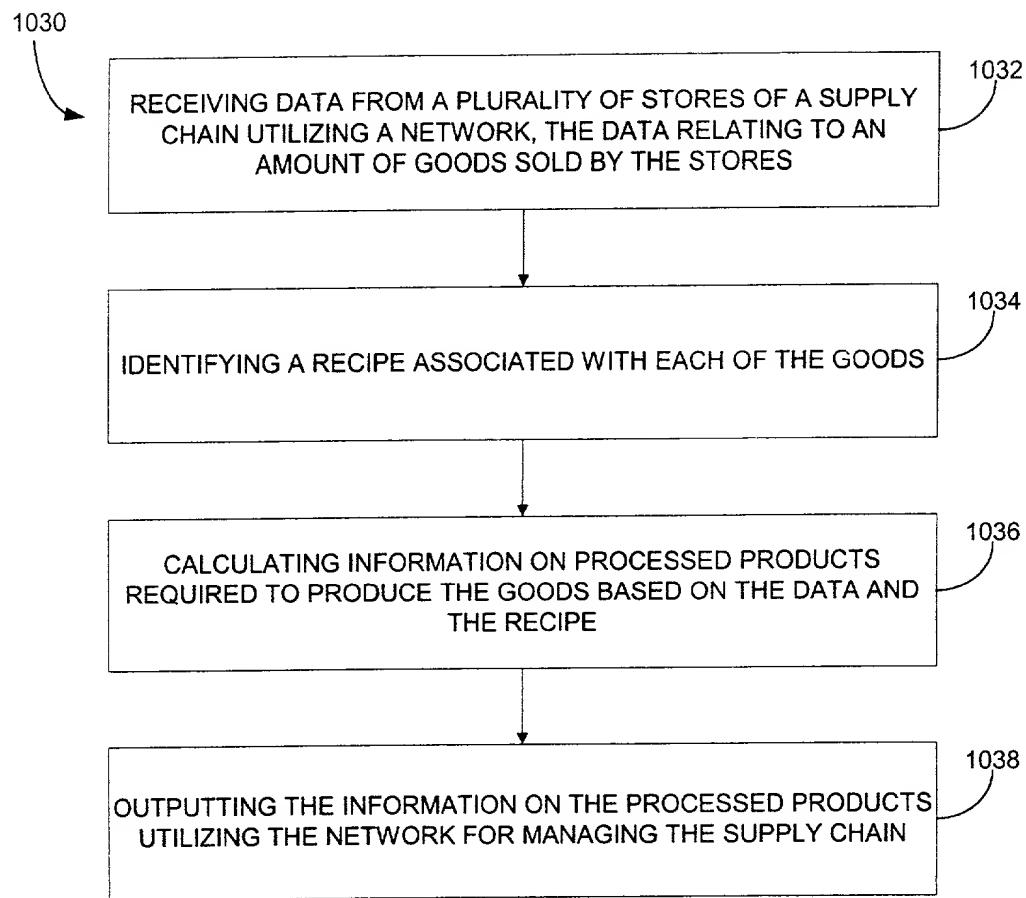
**FIG. 7**



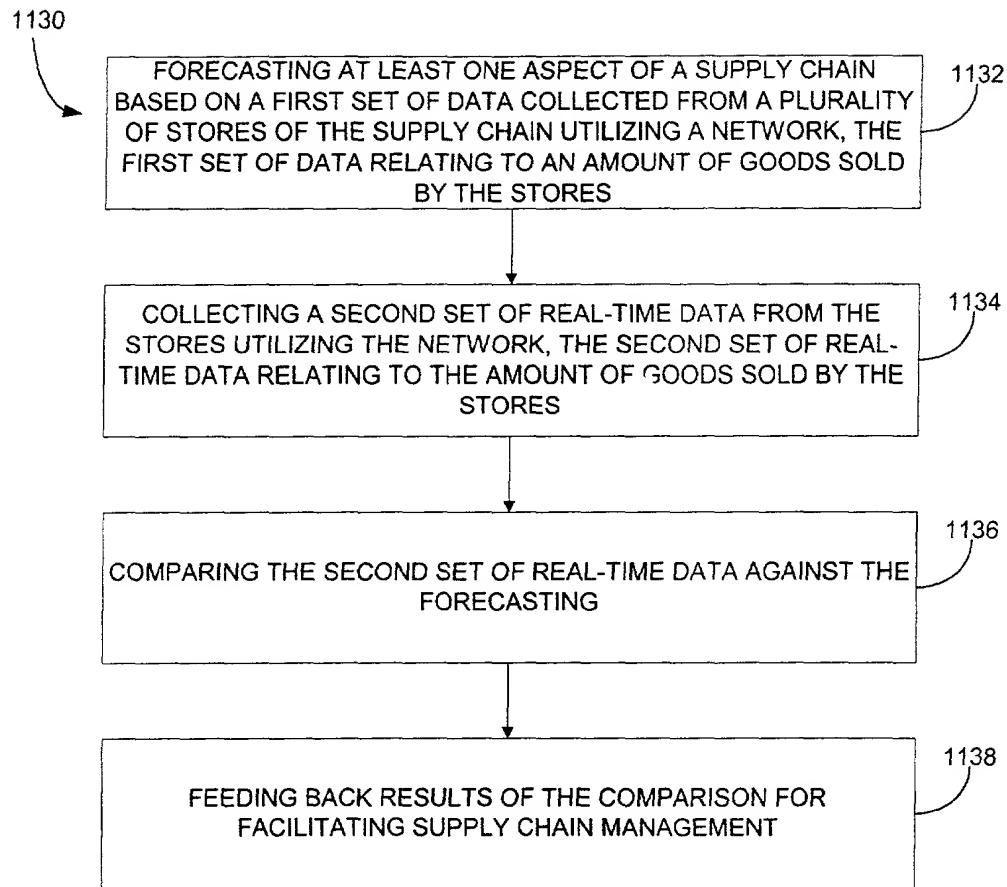
**FIG. 8**



**FIG. 9**



**FIG. 10**



**FIG. 11**

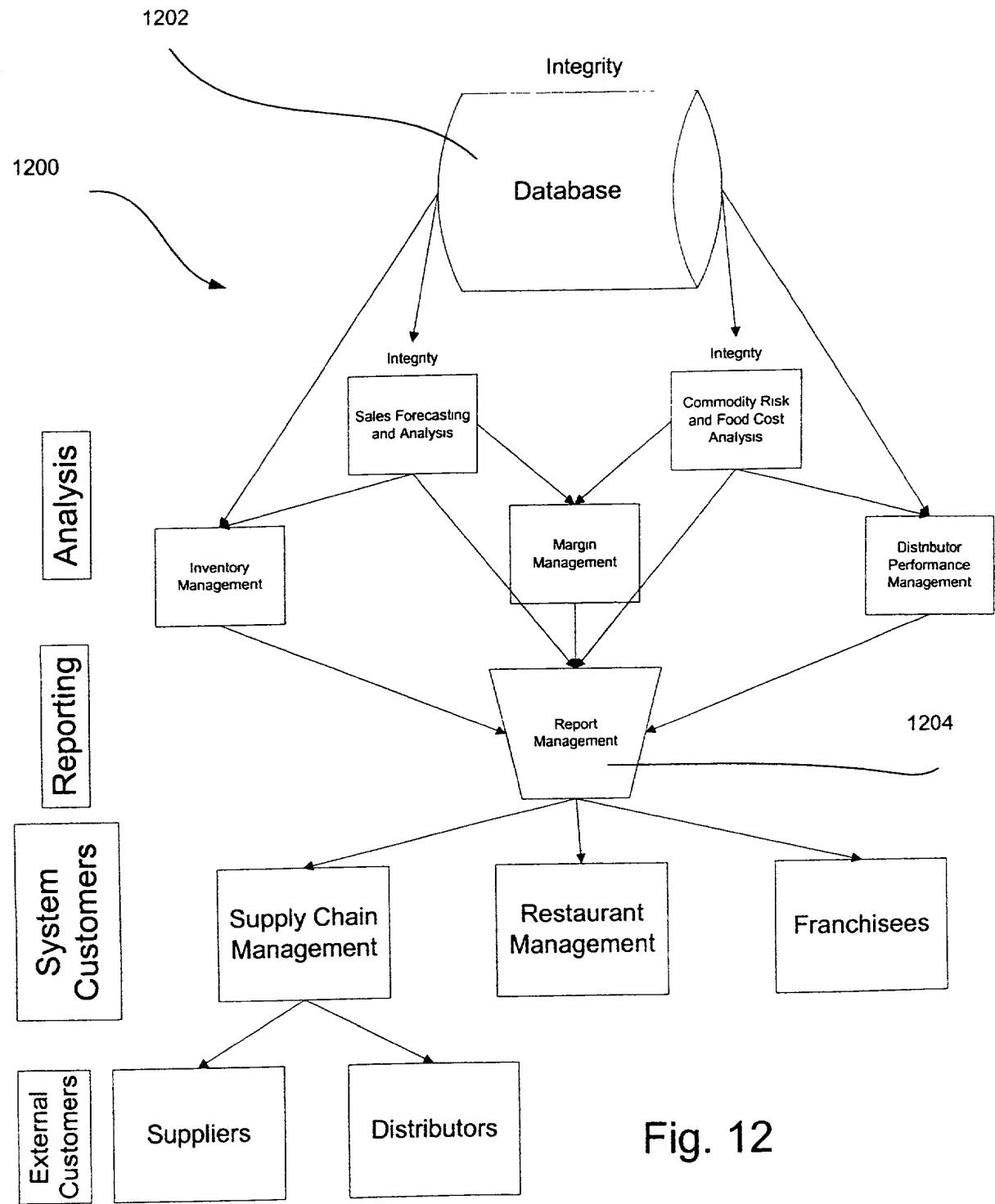
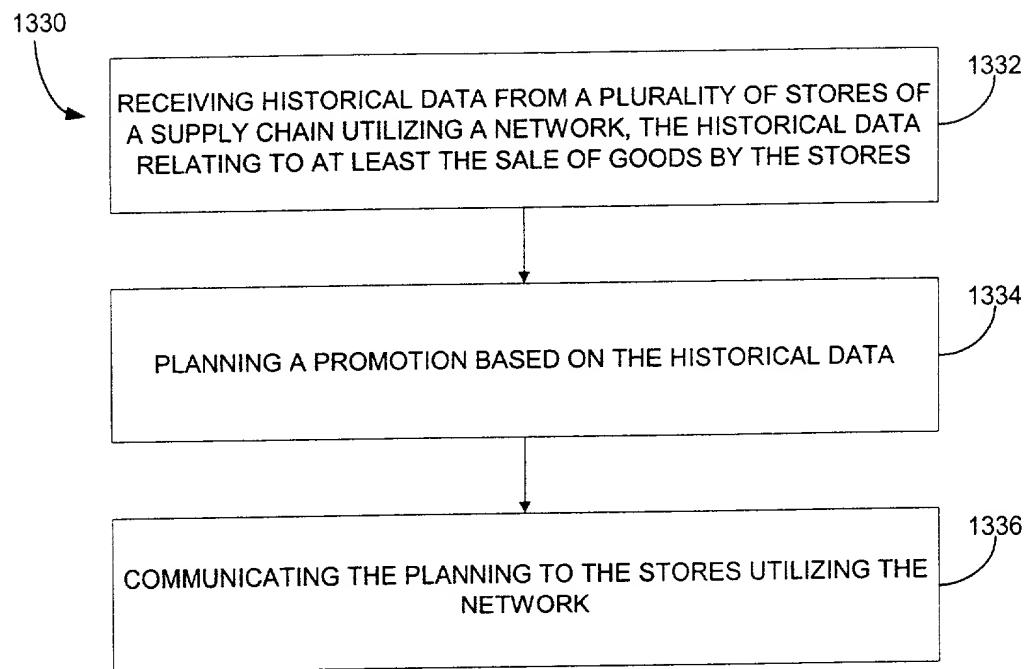
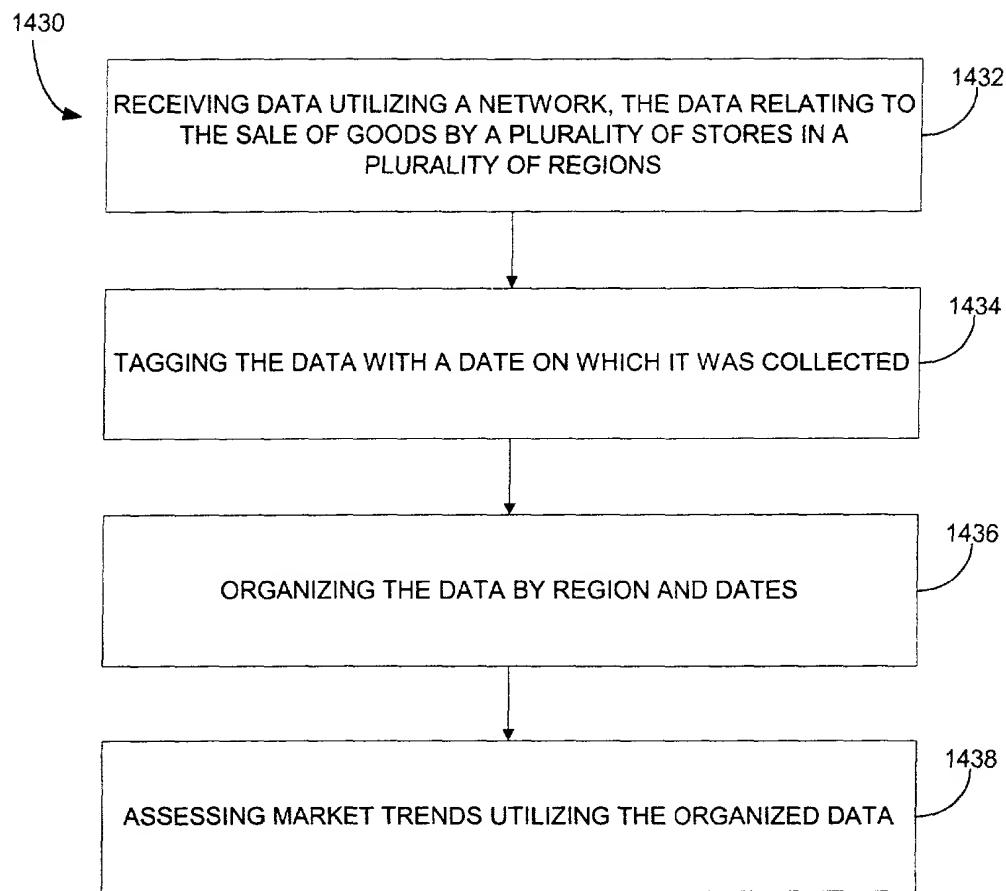


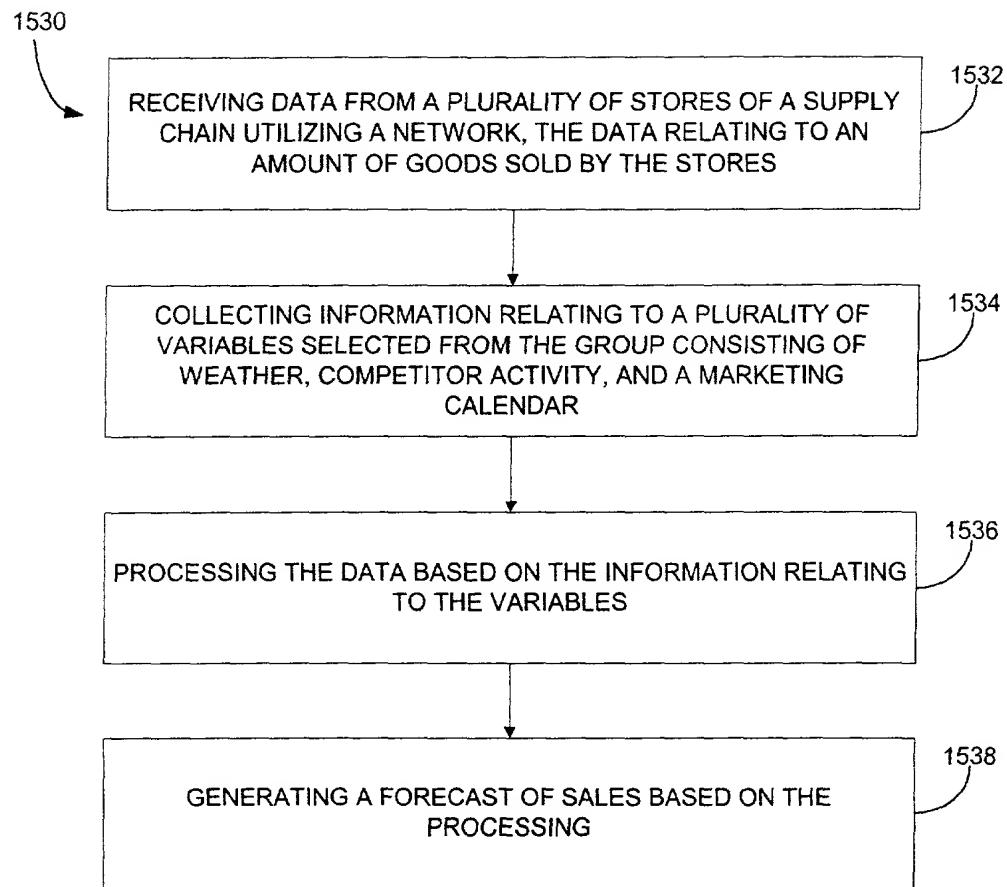
Fig. 12



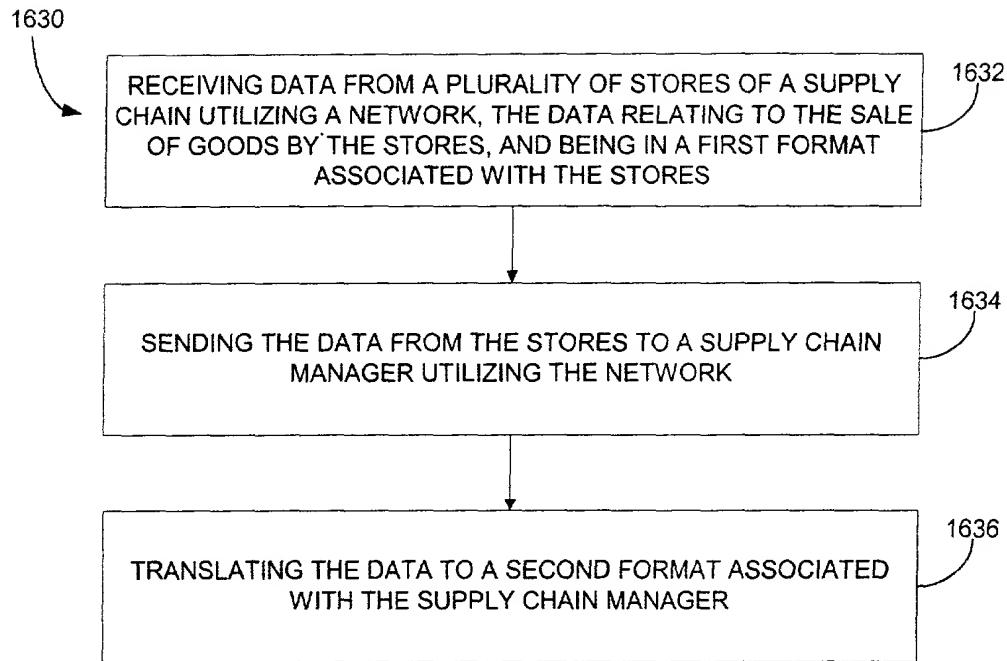
**FIG. 13**



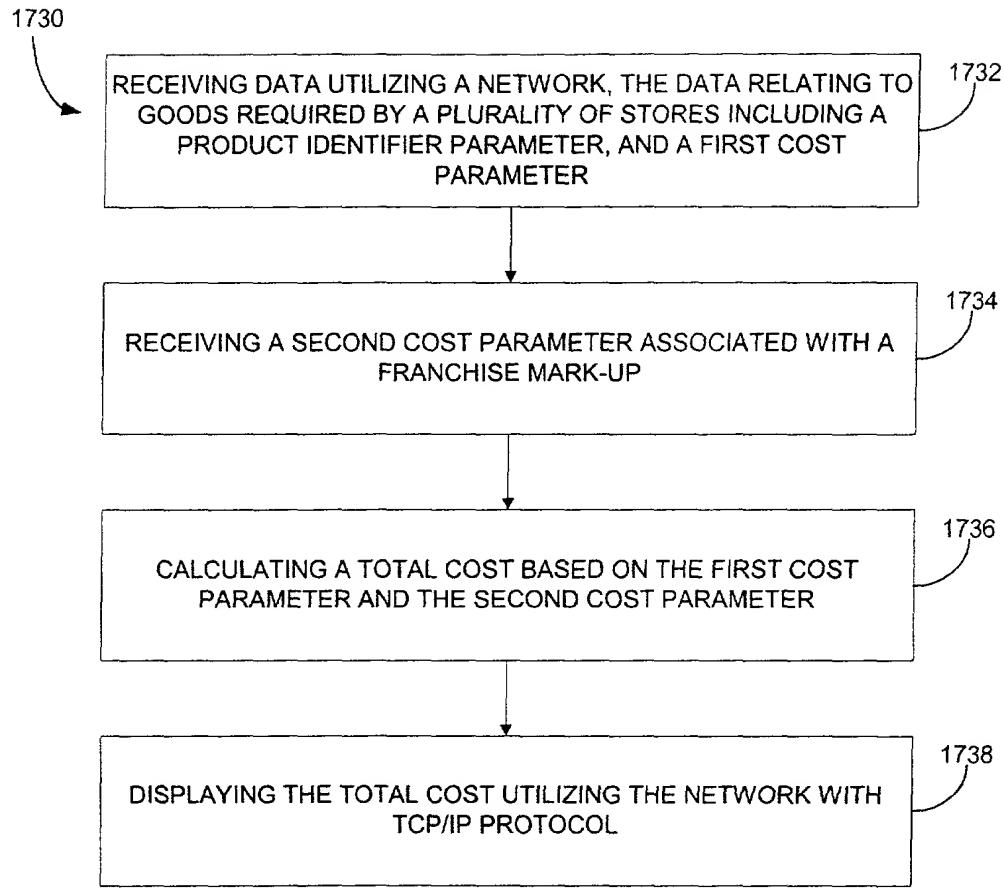
**FIG. 14**



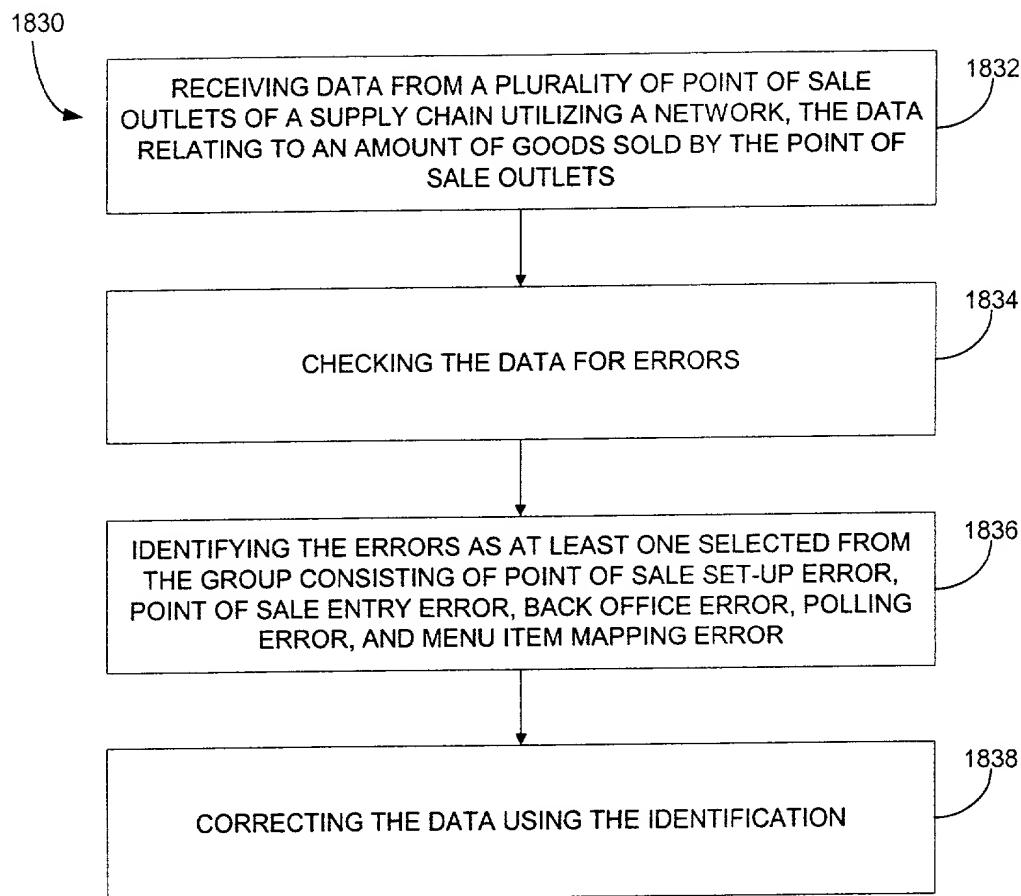
**FIG. 15**



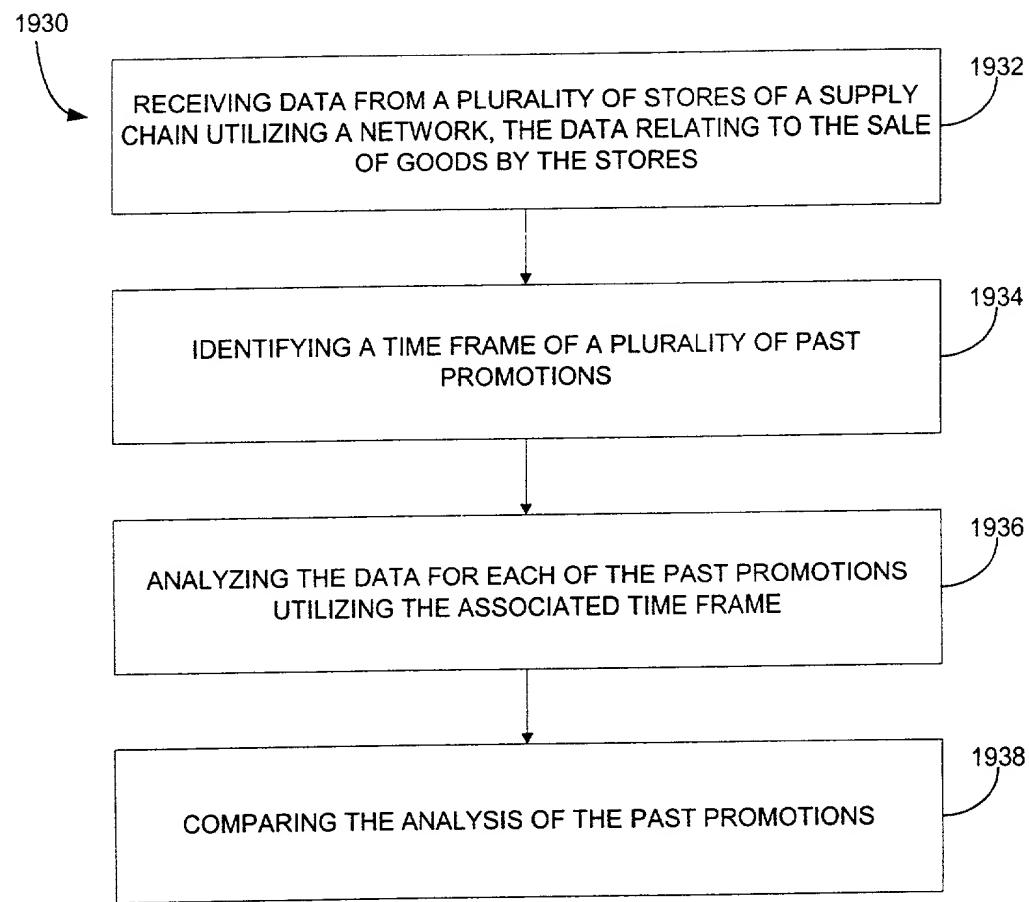
**FIG. 16**



**FIG. 17**



**FIG. 18**



**FIG. 19**

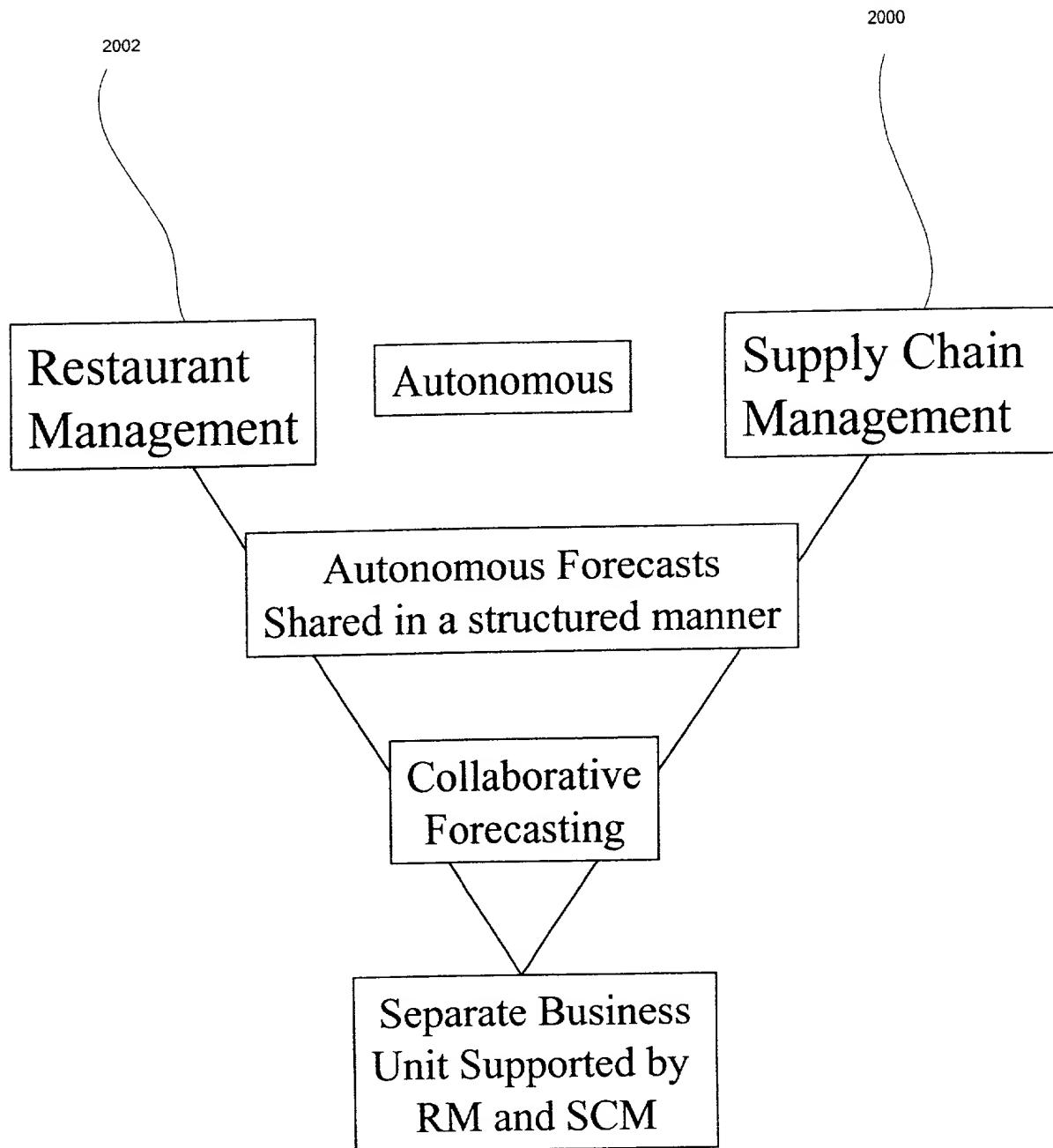
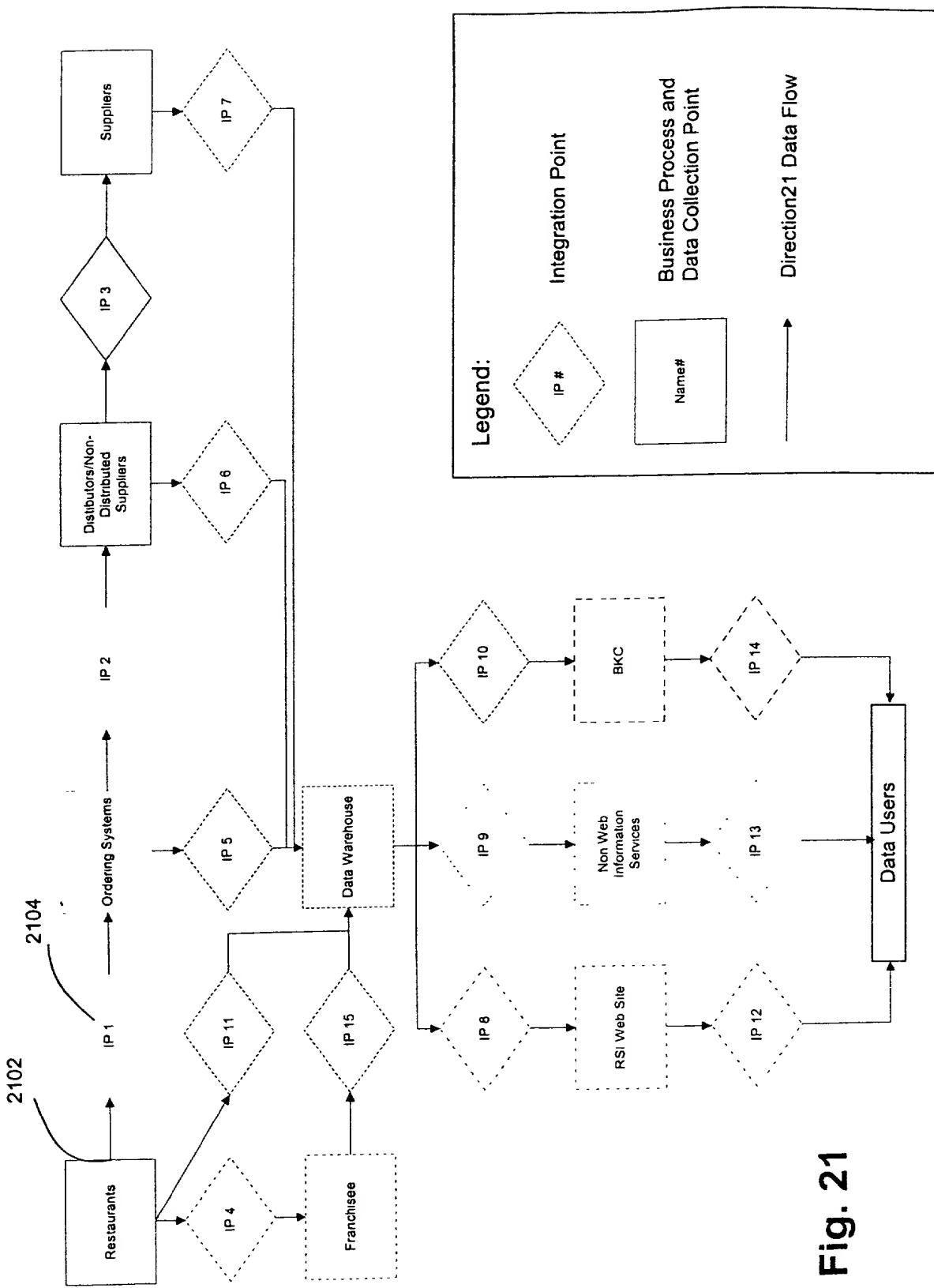


Fig. 20



**Fig. 21**

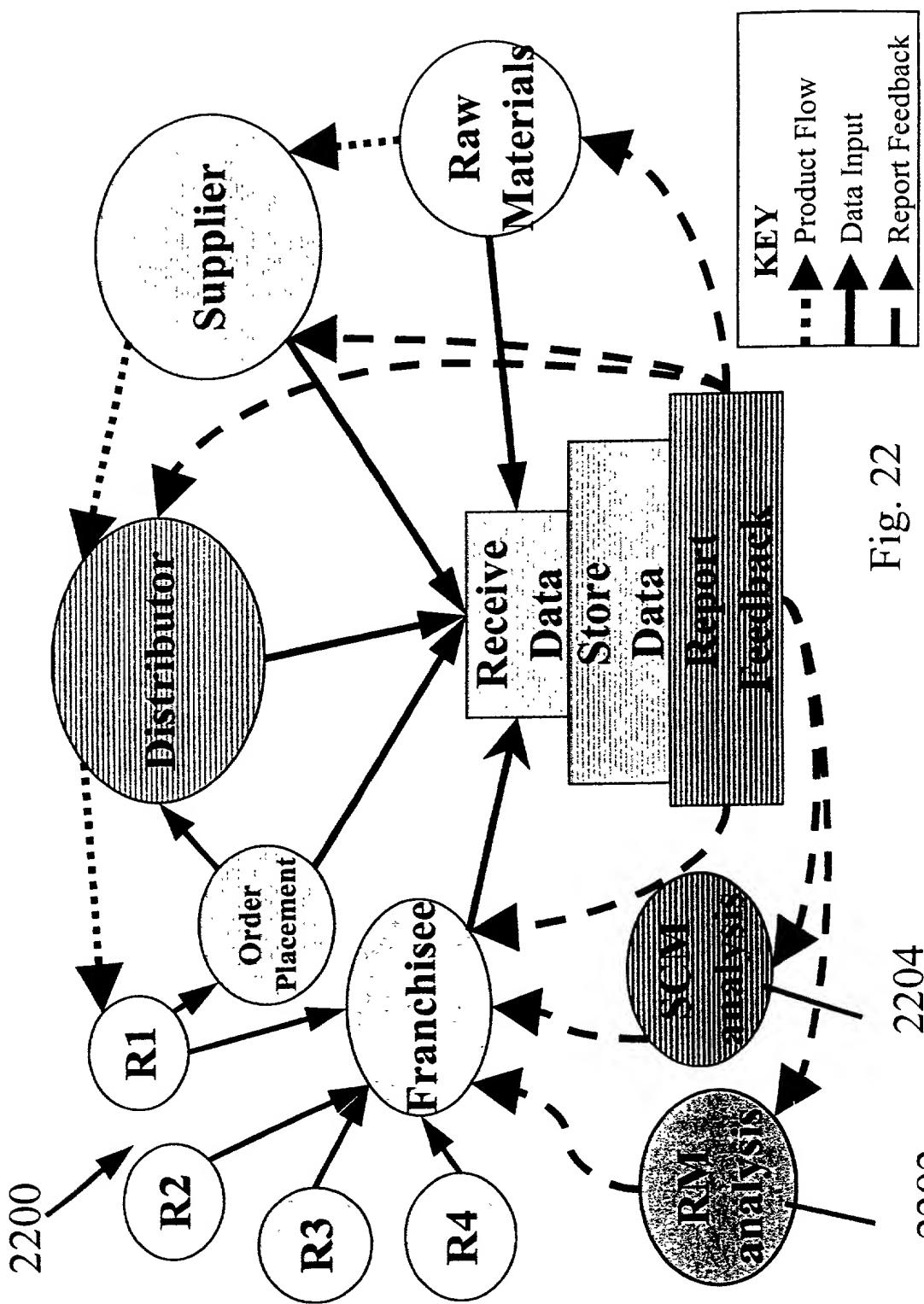
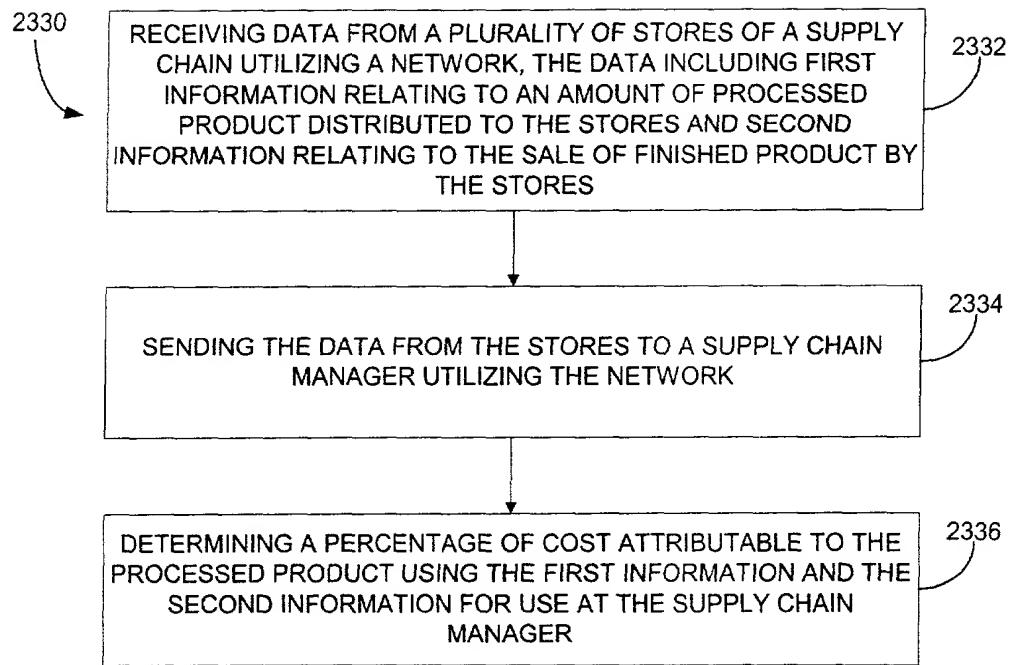


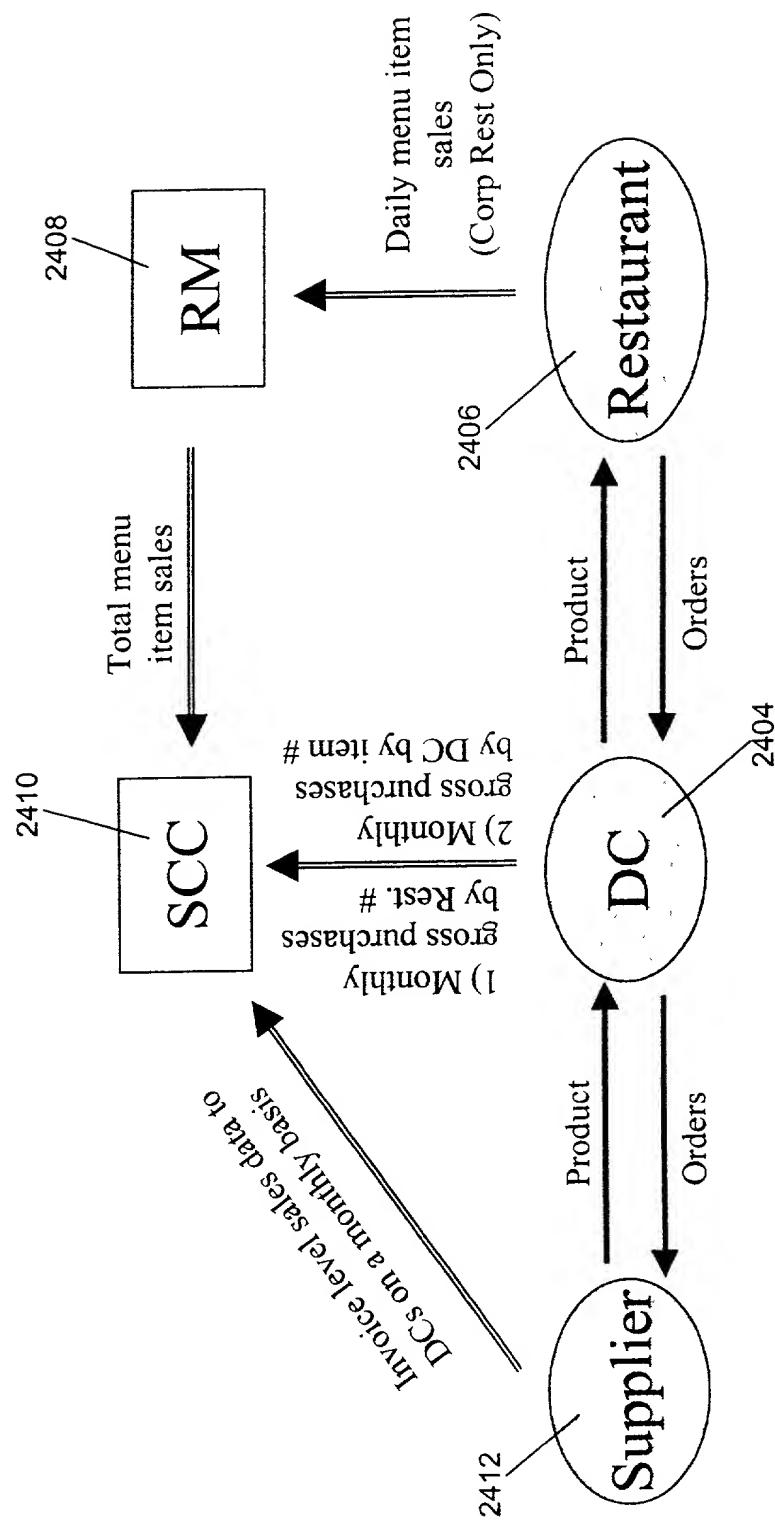
Fig. 22

2204  
2202

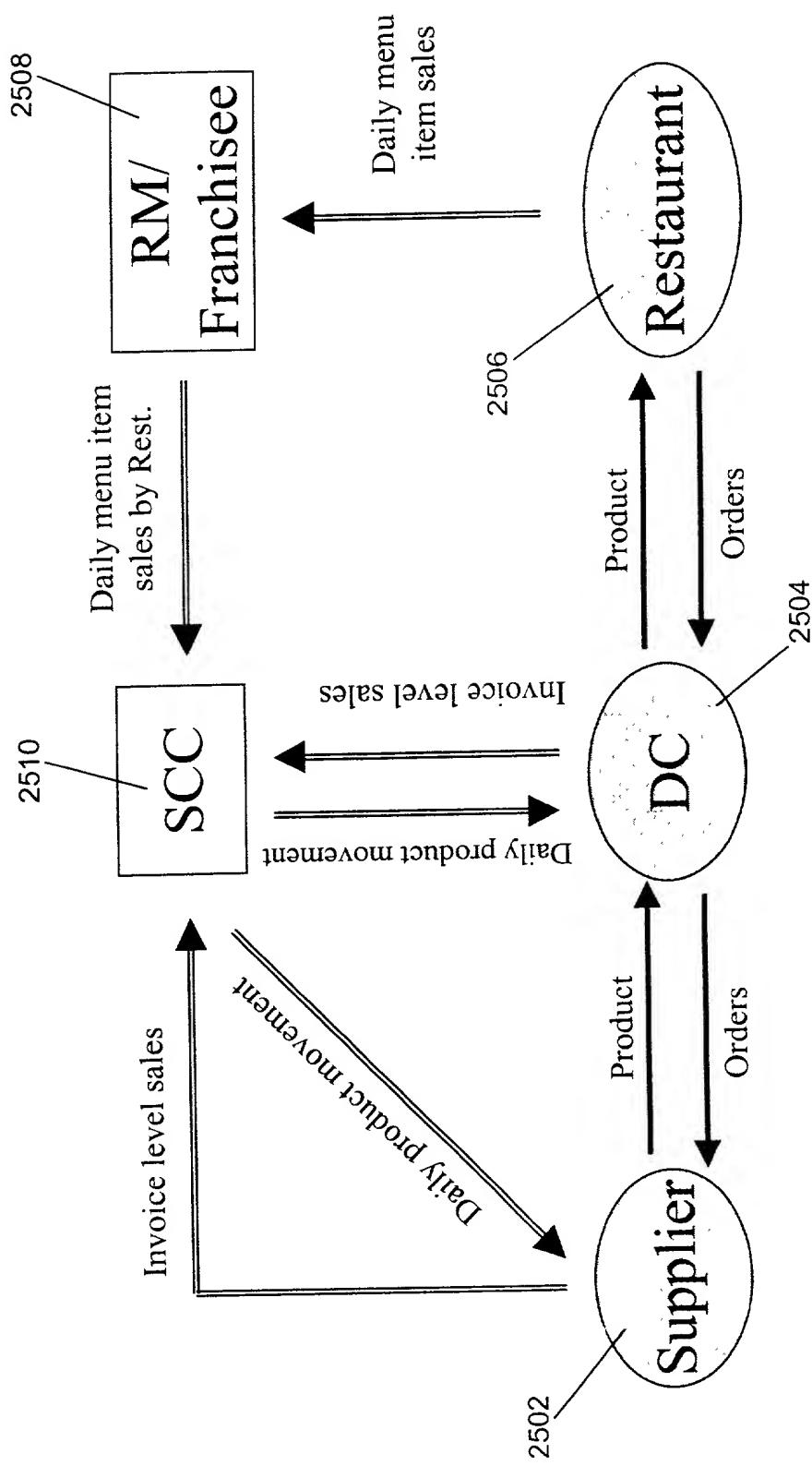


**FIG. 23**

**FIG. 24**



**FIG. 25**



**FIG. 26**

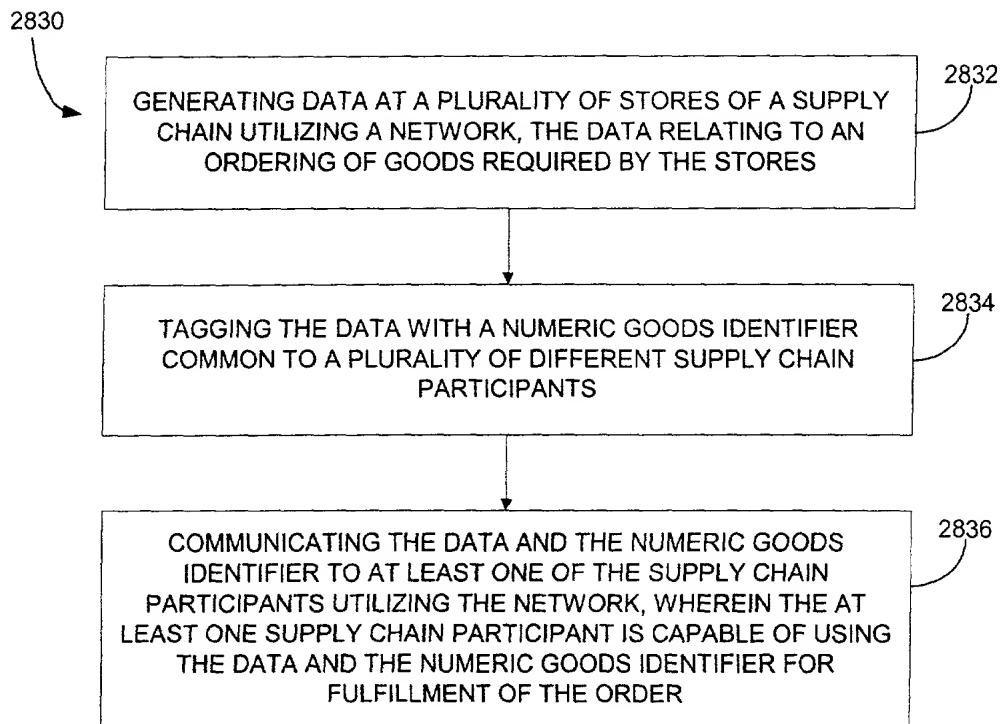
Sales Forecast Worksheet - System										
Week	History					Forecast				
	Q1	Q2	W-6	W-5	W-4	W-3	W-2	W-1	W+1	W+2
GRP's										
Nin' Marketing Theme										
Advertising Score										
Local Considerations										
Competition Index										
Weather Index										
Seasonality Index										
Sales History/Forecast Total (\$/store)										
Key Products by Menu Item (units/day/store)										
WHOPPERS	437	327	203	207	193	234	297	282	300	344
WHOPPERS W/CHEESE	208	172	143	140	135	155	196	172	163	358
YWWM WHOPPERS	805	723	701	692	623	760	921	829	900	943
etc.....										
Key Products by Inventory Item (cases/day/store)										
Beef-Whopper 4.0 oz	10.1	8.5	7.3	7.2	6.6	8.0	9.8	8.9	9.5	10.1
Cheese-American Sliced	0.3	0.2	0.2	0.2	0.2	0.2	0.3	0.2	0.2	0.2
Mayo-bulk	2.8	2.4	2.0	2.0	1.9	2.2	2.8	2.5	2.7	2.7
Pickles - Pail	1.8	1.5	1.3	1.3	1.2	1.4	1.7	1.6	1.7	1.8
Wrap Whopper	0.4	0.3	0.3	0.3	0.2	0.3	0.4	0.3	0.4	0.4
Ketchup- Bulk	1.9	1.6	1.4	1.4	1.2	1.5	1.8	1.7	1.9	1.8
Bun-Whopper 5" (dozen)	120.8	101.8	87.3	86.6	79.3	95.8	117.8	106.9	113.6	121.6
Lettuce - shredded	3.4	2.9	2.5	2.4	2.2	2.7	3.3	3.0	3.2	3.4
Tomatoes	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6
Onions - sliced	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6

**FIG. 27**

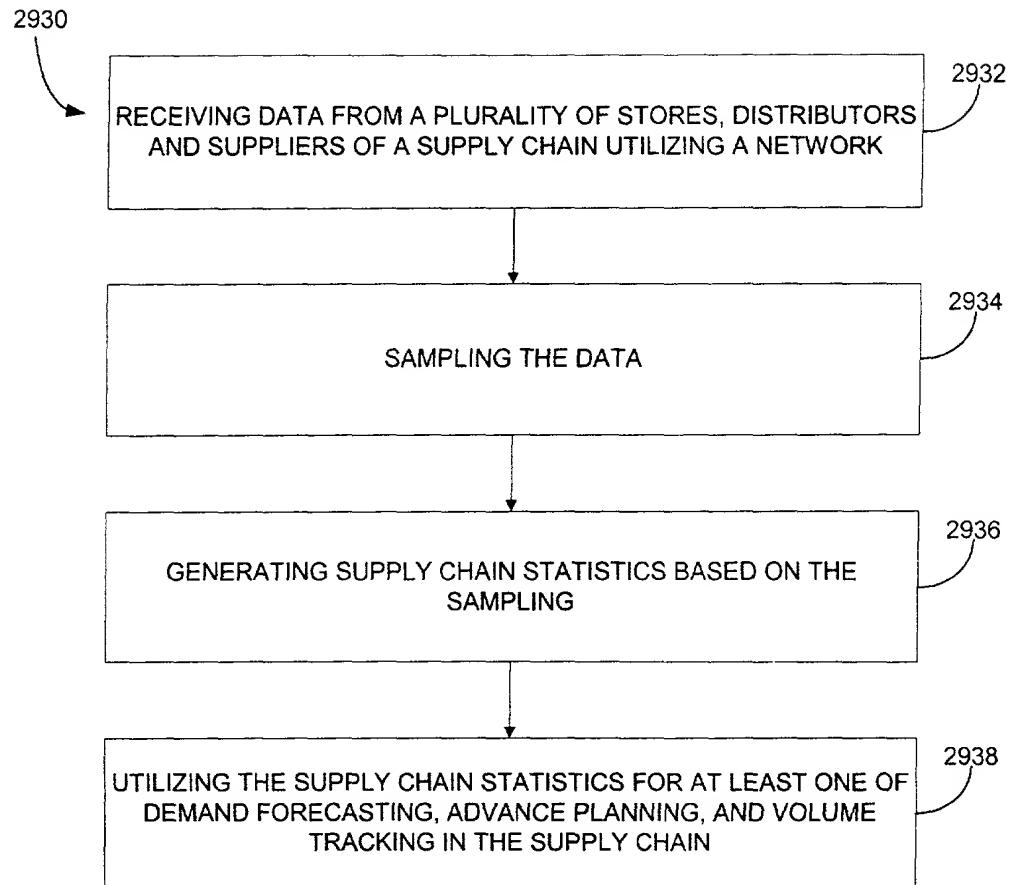
Promotional Monitor - System & Regional													
		HistorV			Week #1								
		W-4	W-3	W-2	W-1	D+1	D+2	D+3	D+4				
									D+5				
Total Sales(\$/Store)		\$23,000	\$23,500	\$23,250	\$23,450	\$2,888	\$3,150	\$3,413	\$3,675	\$5,513	\$4,200	\$26,250	
<b>Menu Item Sales for Key Products(units/restaurant/week)</b>													
Category	Segment												
Whopper	WHOPPERS	215	211	228	269	32	34	37	40	60	46	286	
	WHOPPERS W/CHEESE	146	142	148	162	18	20	21	23	35	26	165	
	YWM WHOPPERS	699	679	714	813	94	103	111	120	180	137	857	
Whopper Total		1,060	1,032	1,090	1,244	144	157	170	183	275	209	1,309	
<i>Variance from Expected (Highlighted Areas are Outside of Expected Range)</i>													
Whopper	WHOPPERS	11.4%	-9.8%	-23.2%	-4.6%	2.3%	3.0%	1.0%	4.0%	11.0%	16.0%	8.0%	6.5%
	WHOPPERS W/CHEESE	8.1%	-8.4%	-24.5%	-5.8%	1.0%	4.0%	1.0%	4.0%	13.0%	14.0%	9.0%	6.6%
	YWM WHOPPERS	12.2%	-10.7%	-22.5%	-1.9%	3.0%	3.0%	1.0%	5.0%	16.0%	19.0%	7.0%	7.7%
Whopper Total		10.6%	-9.6%	-23.4%	-4.1%	2.1%	3.3%	1.0%	4.3%	13.3%	16.3%	8.0%	6.9%

2700

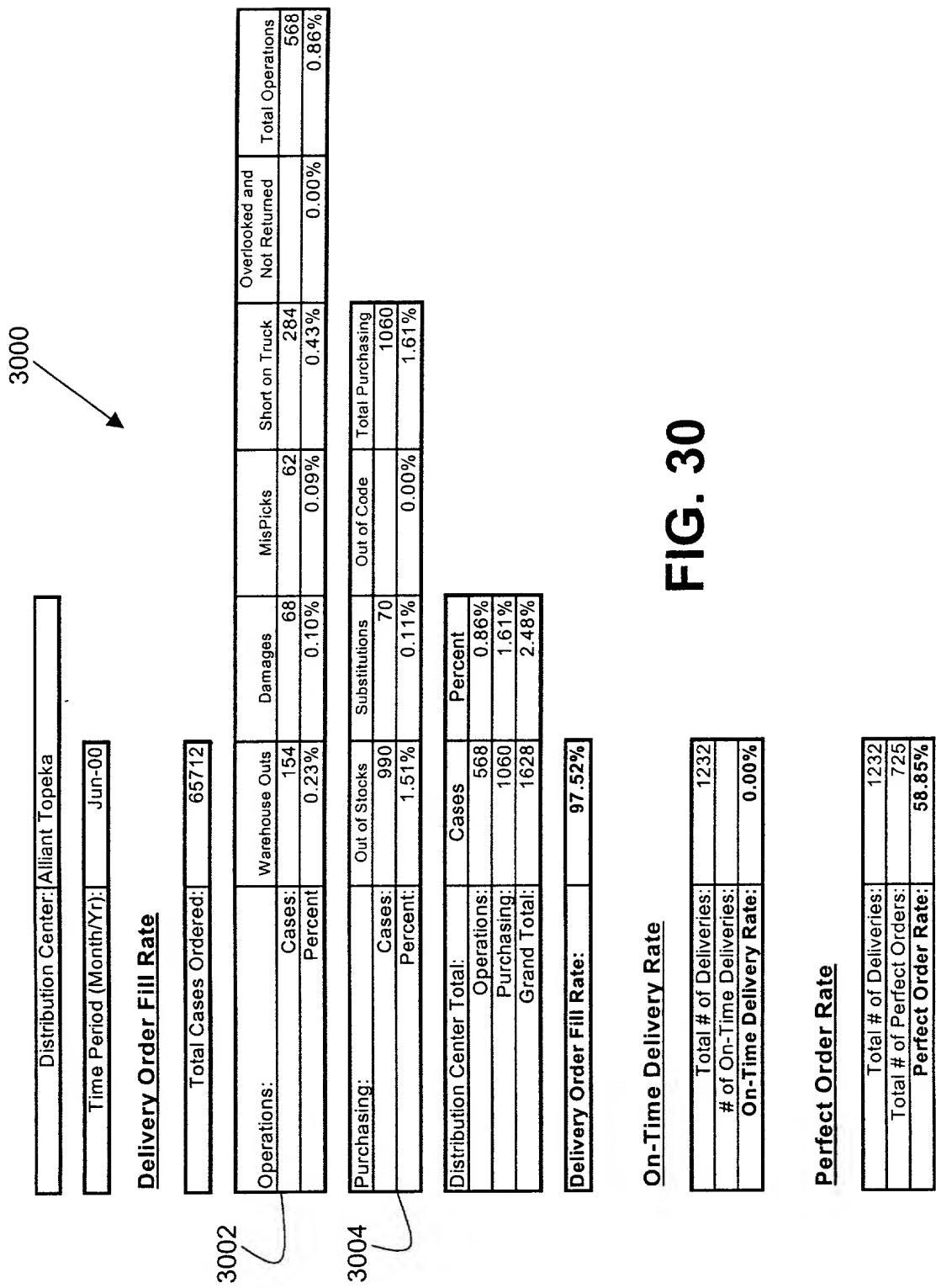
2702



**FIG. 28**

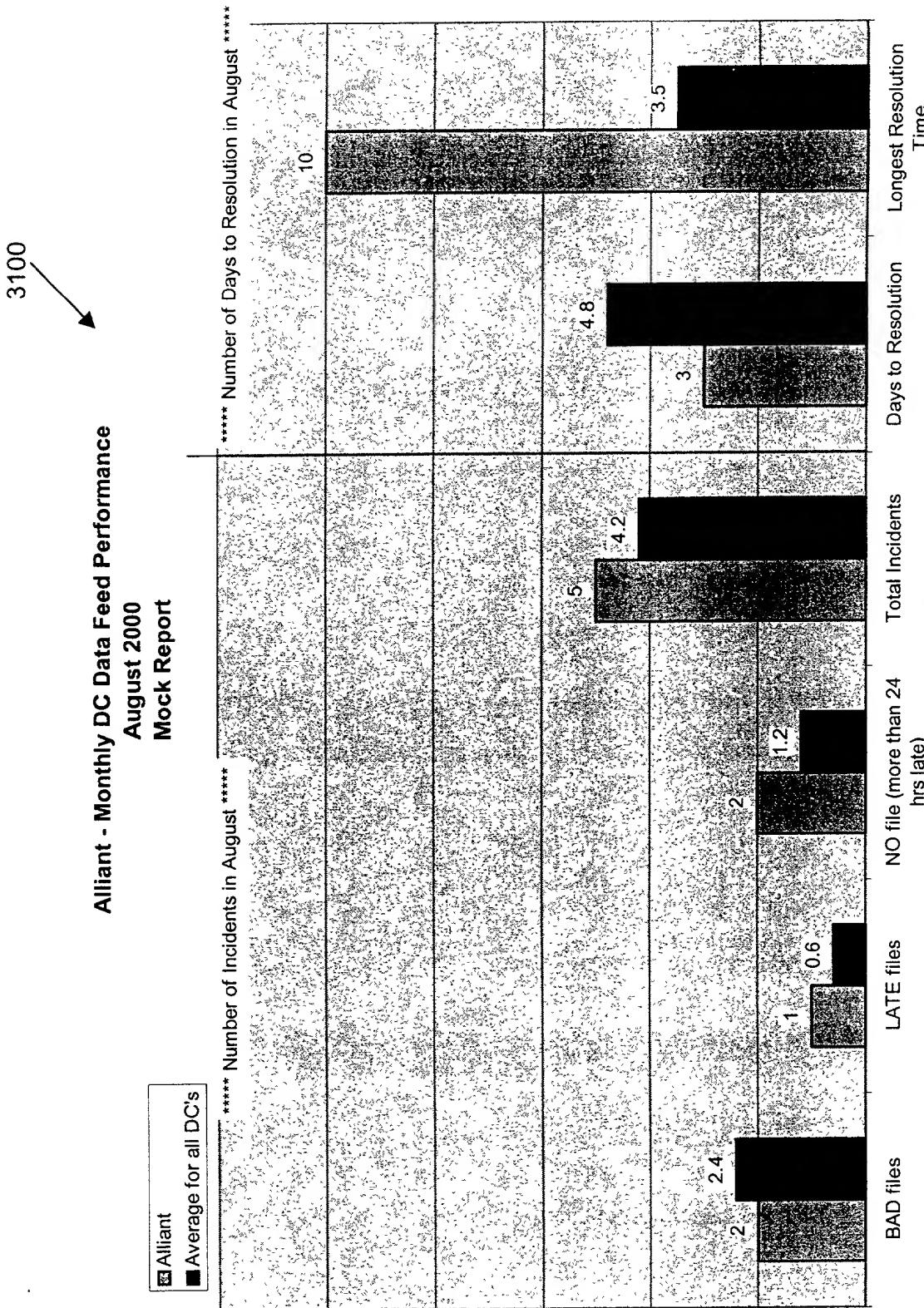


**FIG. 29**



**FIG. 30**

**FIG. 31**





## Service Level Reporting

### August

3200

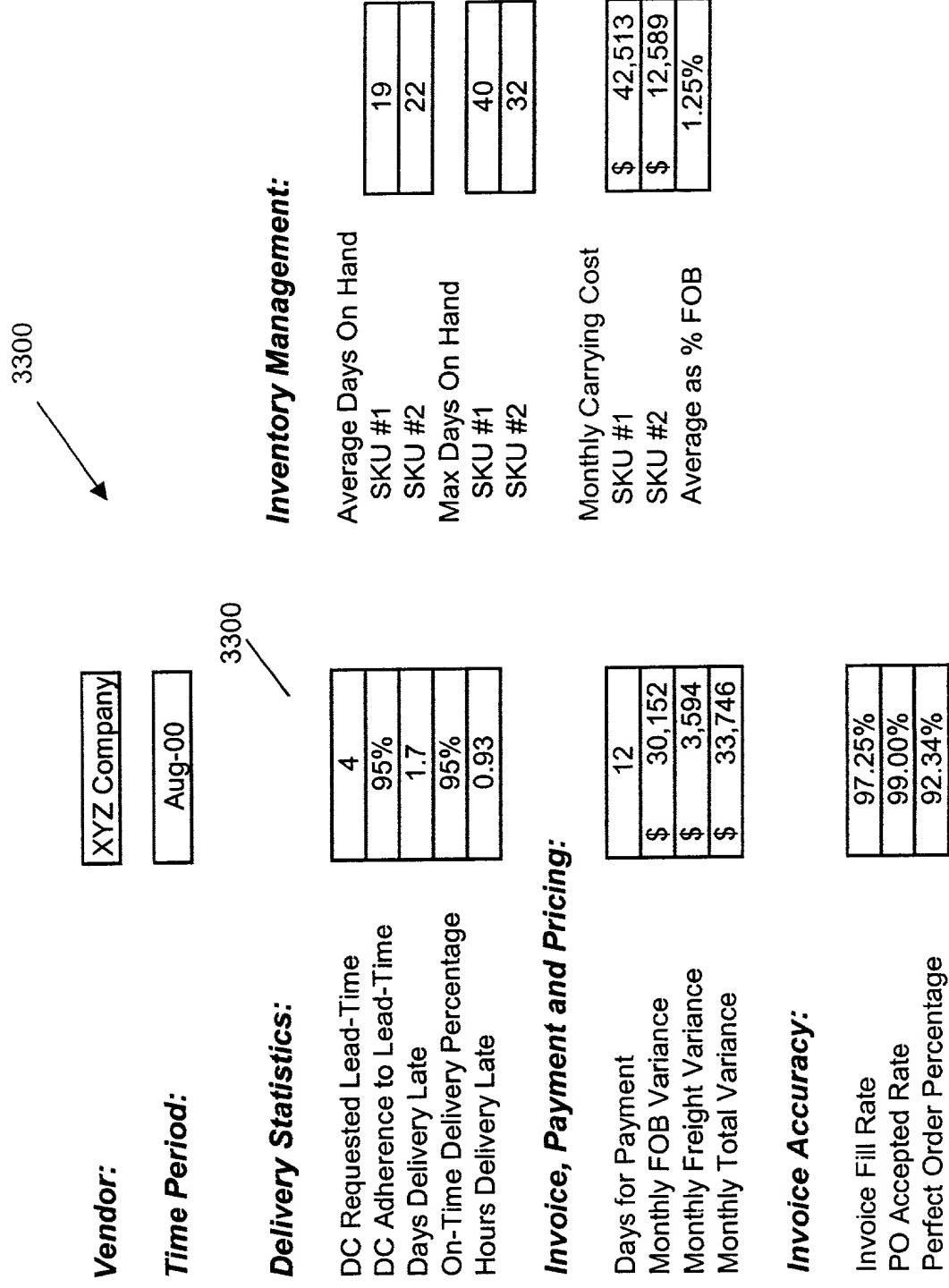
	Fill Rate	On - Time	Perfect Order
Alliant-Paducah	99.14%	78.70%	78.70%
Alliant-Topeka	99.05%	78.70%	78.70%
Alliant Wixom	99.34%	78.70%	78.70%
King-Atlanta	99.41%	79.25%	79.25%
King-Jacksonville	99.41%	79.25%	79.25%
King-Louisville	99.41%	79.25%	79.25%
Maines 28-Corlkin	99.13%	#DIV/0!	#DIV/0!
Maines 30-Cleveland	99.13%	#DIV/0!	#DIV/0!
Maines Long Island	99.13%	#DIV/0!	#DIV/0!
Maines New England	99.13%	#DIV/0!	#DIV/0!
MBM Fullerton	99.13%	#DIV/0!	#DIV/0!
MBM Lewisville	99.13%	#DIV/0!	#DIV/0!
MBM Orlando	99.13%	#DIV/0!	#DIV/0!
MBM Rocky Mount	99.13%	#DIV/0!	#DIV/0!
McCabe's	99.16%	#DIV/0!	#DIV/0!
McLane Lubbock	99.16%	#DIV/0!	#DIV/0!
Nicholas & Co.	99.16%	#DIV/0!	#DIV/0!
PFD Supply	99.42%	#DIV/0!	#DIV/0!
PFG Victoria	99.20%	#DIV/0!	#DIV/0!
PYA/Monarch	99.05%	#DIV/0!	#DIV/0!
Reinhart-Cedar Rapids	99.31%	#DIV/0!	#DIV/0!
Reinhart-Oak Creek	99.31%	#DIV/0!	#DIV/0!
Reinhart-Rogers	99.03%	78.70%	78.70%
Restaurants NW	99.31%	78.70%	78.70%
Shamrock Commerce City	99.31%	78.70%	78.70%
Shamrock Phoenix	99.31%	78.70%	78.70%
Sigma Harrisburg	99.31%	78.70%	78.70%
Sigma Stockton	99.31%	78.70%	78.70%
Sysco	99.31%	78.70%	78.70%

	Fill Rate	On - Time	Perfect Order
BKC Min	98.50%	90.00%	78.00%
RSI Min	99.50%	90.00%	80.00%

OK
Didn't meet RSI Min
Didn't meet BKC Min

FIG. 32

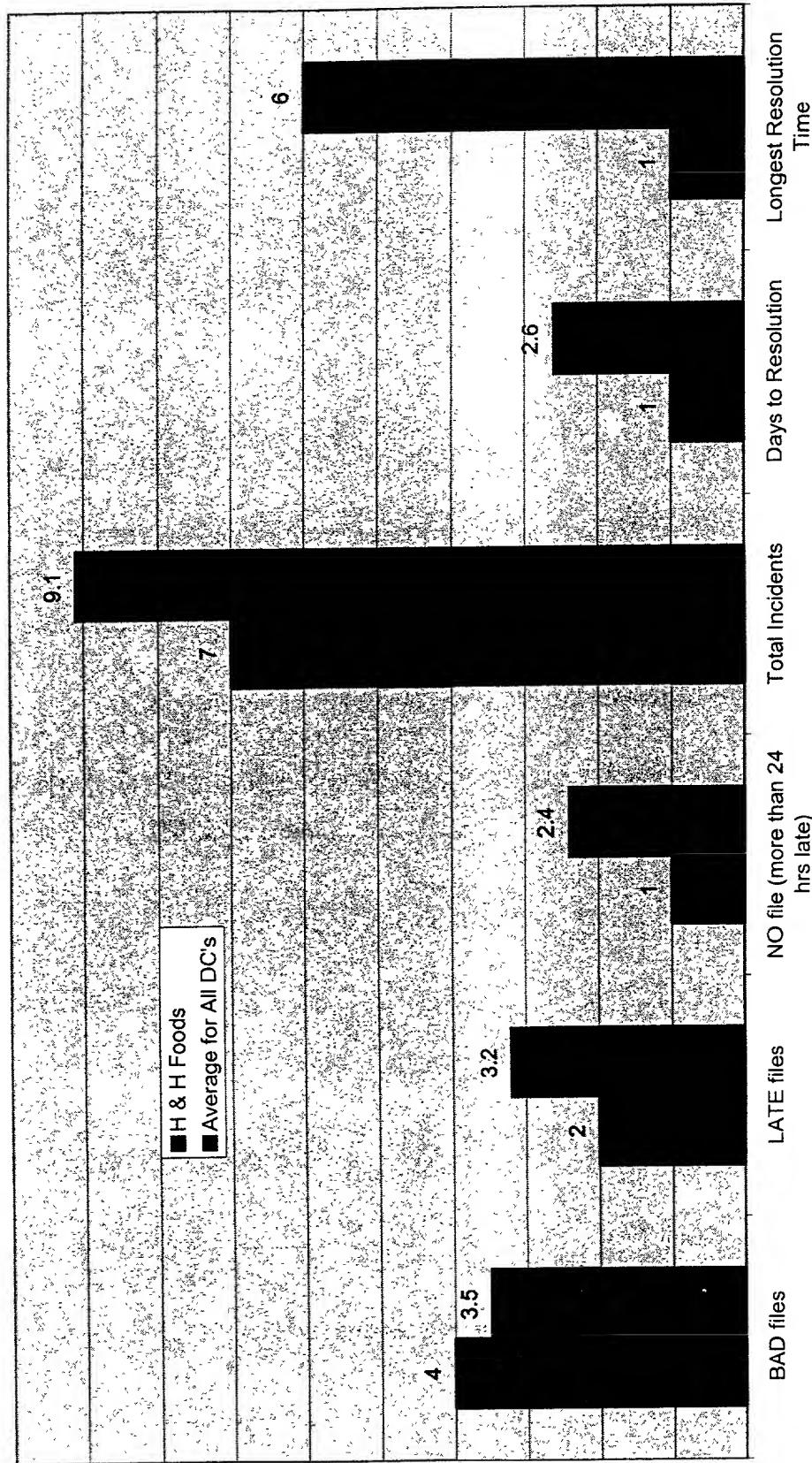
# FIG. 33



**FIG. 34**

H & H Foods - Monthly Supplier Data Feed Performance  
August 2000  
Mock Report

3400  
↗



**FIG. 35**

**Service Level Reporting  
November - Mock Report**

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
GOODIES	\$1,234.56	98.5%	2.5%
COMARK INSTRUMENTS, INC.	\$1,234.56	98.5%	2.5%
WHITEFORD FOODS, INC.	\$1,234.56	98.5%	2.5%
LEPAGE BAKERY / COUNTRY KITCHEN	\$1,234.56	98.5%	2.5%
NOR-SYSTEMEDIA	\$1,234.56	98.5%	2.5%
SIGNATURE MEATS GROUP	\$1,234.56	98.5%	2.5%
SCHWEBENS BAKING CO.	\$1,234.56	98.5%	2.5%
MAUI CUP	\$1,234.56	98.5%	2.5%
MIRA PLASTICS	\$1,234.56	98.5%	2.5%
DIXIE PRODUCE & PACKAGING	\$1,234.56	98.5%	2.5%
NOR-LAKE, INC.	\$1,234.56	98.5%	2.5%
FORT JAMES OPERATING COMPANY	\$1,234.56	98.5%	2.5%
FRESH ADVANTAGE, KC	\$1,234.56	98.5%	2.5%
SILVER KING-MN-CORP	\$1,234.56	98.5%	2.5%
TYSON FOODS	\$1,234.56	98.5%	2.5%
READY ACCESS	\$1,234.56	98.5%	2.5%
GEOGRAPHIC PACIFIC-TESSIE	\$1,234.56	98.5%	2.5%
CLOUGHERTY PACKING	\$1,234.56	98.5%	2.5%
BEVERAGE-AIR	\$1,234.56	98.5%	2.5%
COMPONENT HARDWARE GROUP, INC.	\$1,234.56	98.5%	2.5%
COCA-COLA USA	\$1,234.56	98.5%	2.5%
TOASTMASTER	\$1,234.56	98.5%	2.5%
GRANT COUNTY FOODS	\$1,234.56	98.5%	2.5%
FRESH EXPRESS	\$1,234.56	98.5%	2.5%
TAYLOR FARMS	\$1,234.56	98.5%	2.5%
MODULAR DISPENSING SYSTEM	\$1,234.56	98.5%	2.5%
CENTURY PRODUCTS, LLC	\$1,234.56	98.5%	2.5%
ROSE PACKING COMPANY	\$1,234.56	98.5%	2.5%

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
RSI Min	\$5,000.00	92.00%	3.00%

OK	Didnt't meet RSI Min.
----	-----------------------



3500

## Mock Report/1

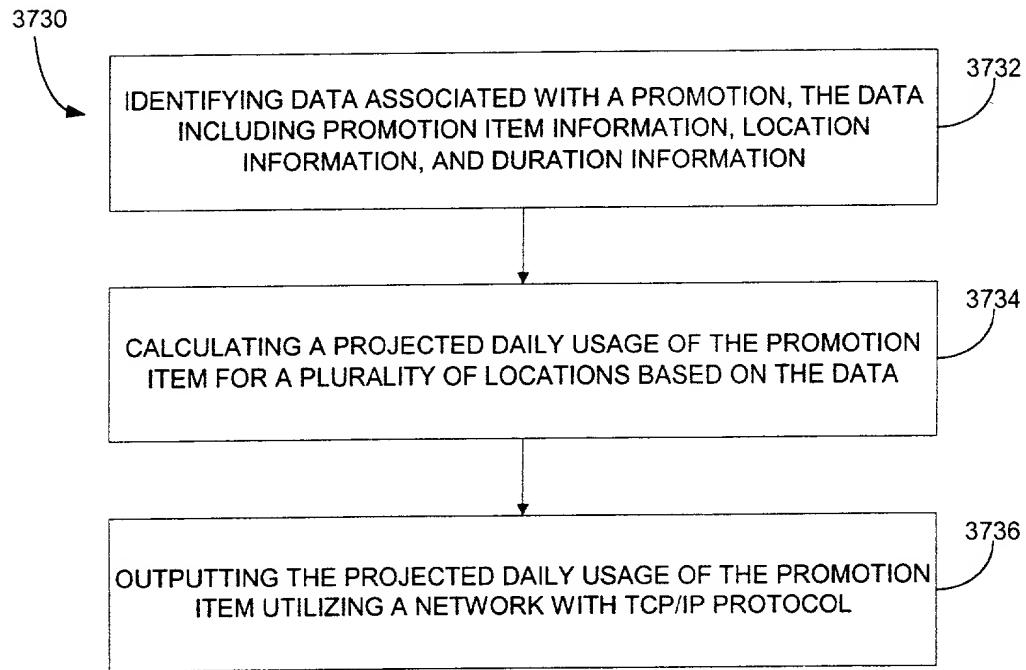
3600  
↓

	FY 01	Oct-00	Nov-00	Dec-00	Jan-01	Feb-01	Mar-01	Apr-01	May-01
<b>Food Cost Index</b>									
Plan	99.75	99.69	99.20	98.63	100.33	100.49	101.12	100.44	99.92
Actual		99.10	98.90						
Variance									
Good/(Bad)		0.59		0.30					
<b>Total Dollar Purchases (in Millions) /2</b>									
Plan	\$2,237.24	\$183.98	\$182.73	\$184.54	\$187.33	\$187.03	\$189.14	\$187.47	\$186.83
Actual		\$182.84	\$182.08						
Variance									
Good/(Bad)		\$1.14	\$0.65						

/1 Includes on food cost index items.

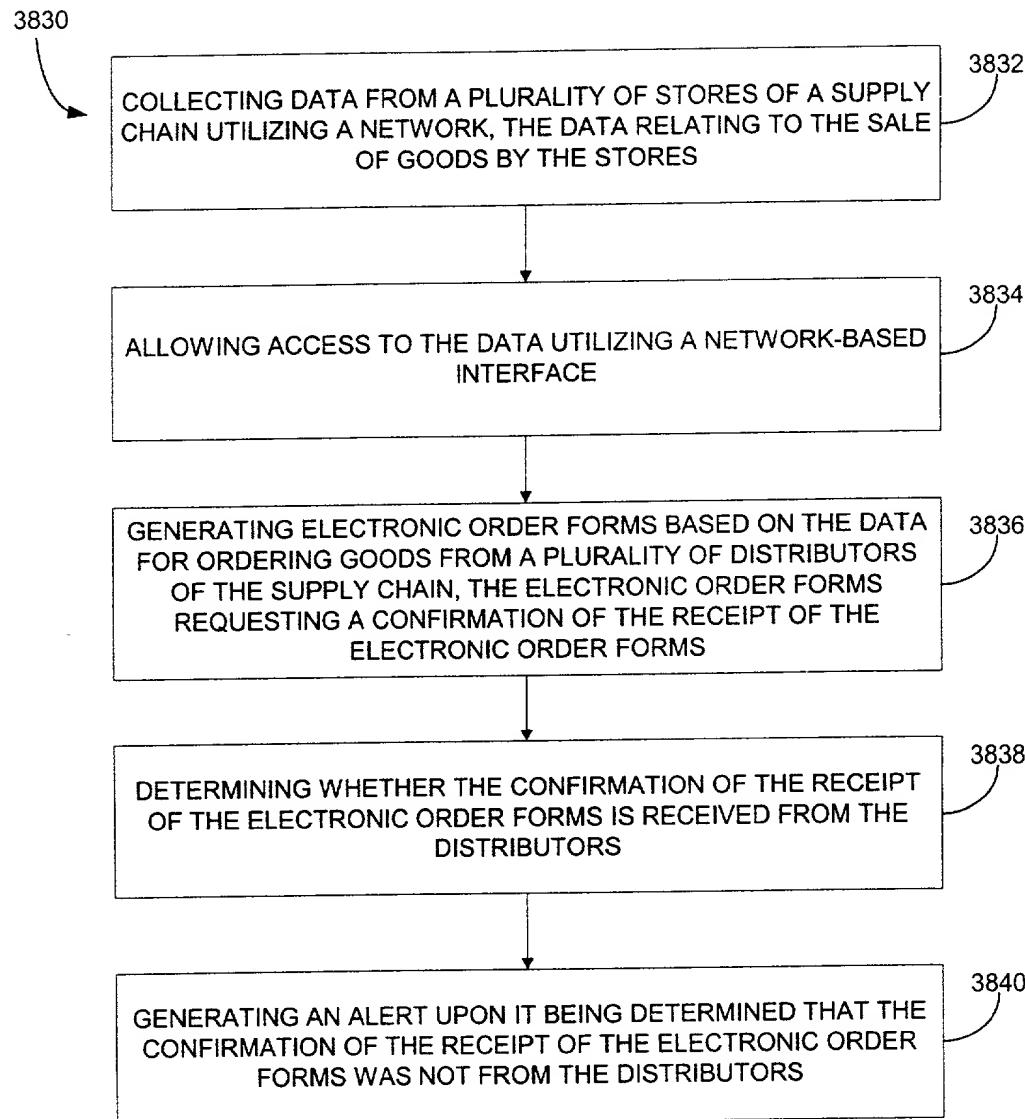
/2 Based on FY 99 Sales Volumes

## FIG. 36

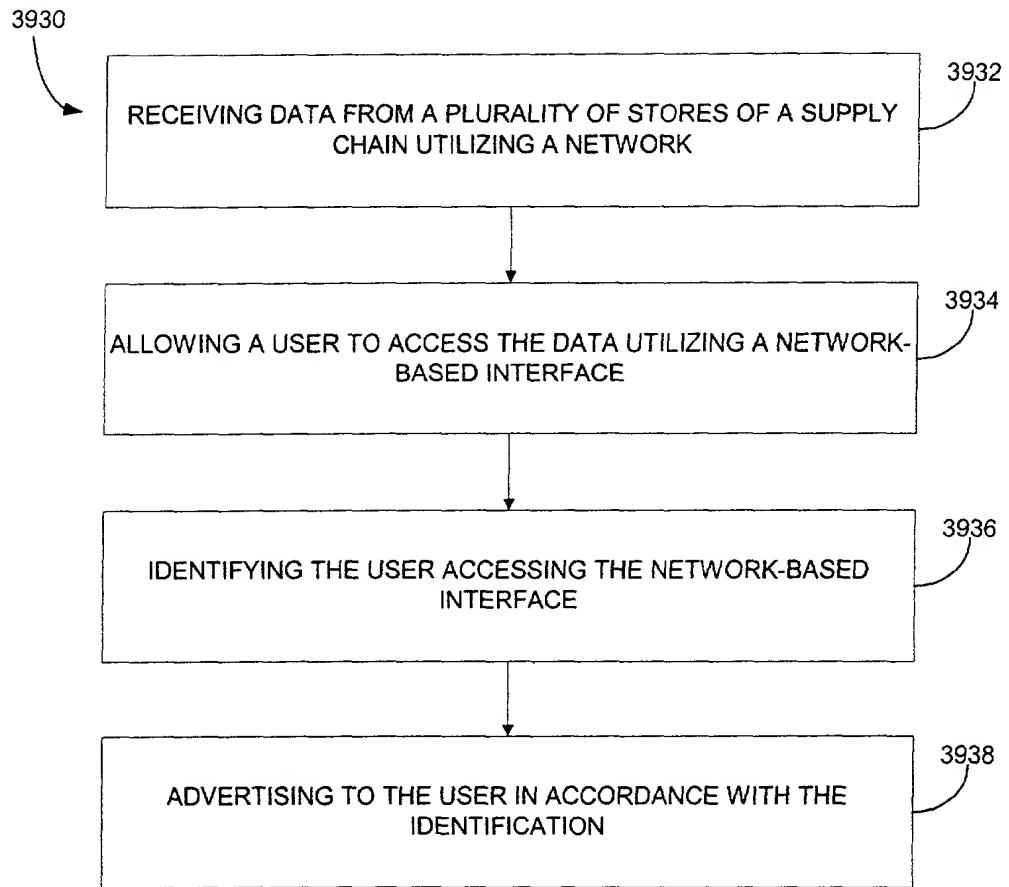


**FIG. 37**

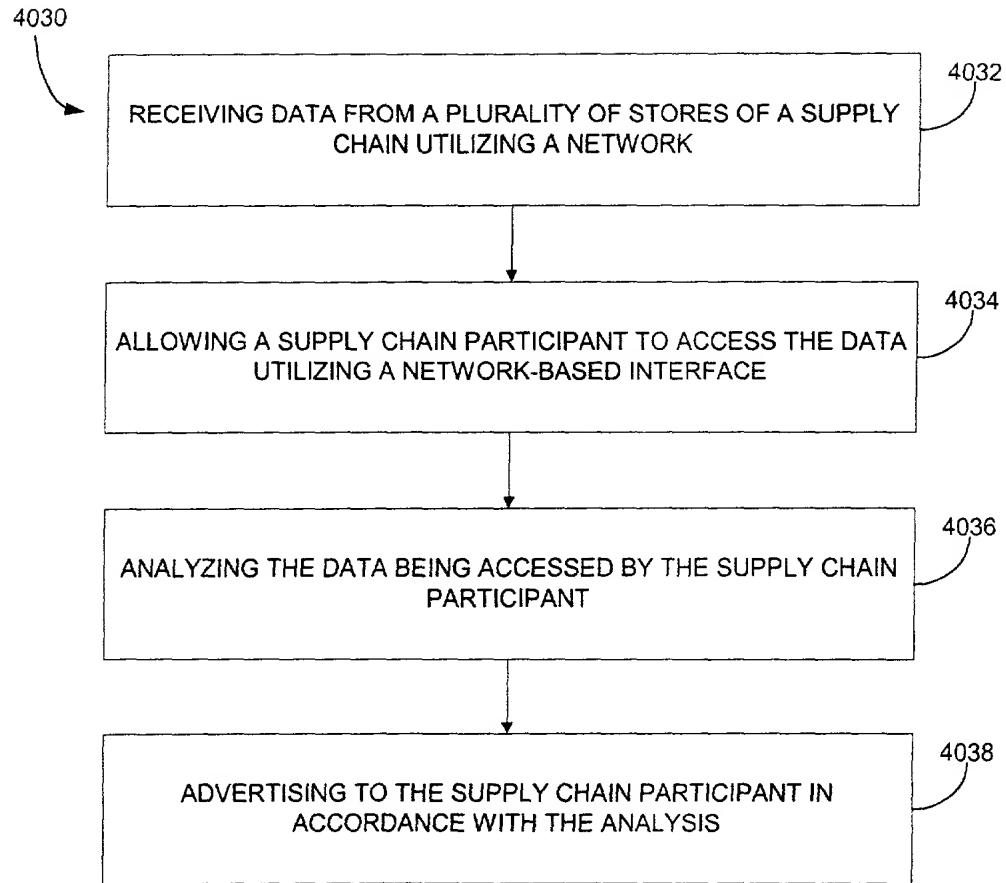
TECHNOLOGY STATEMENT



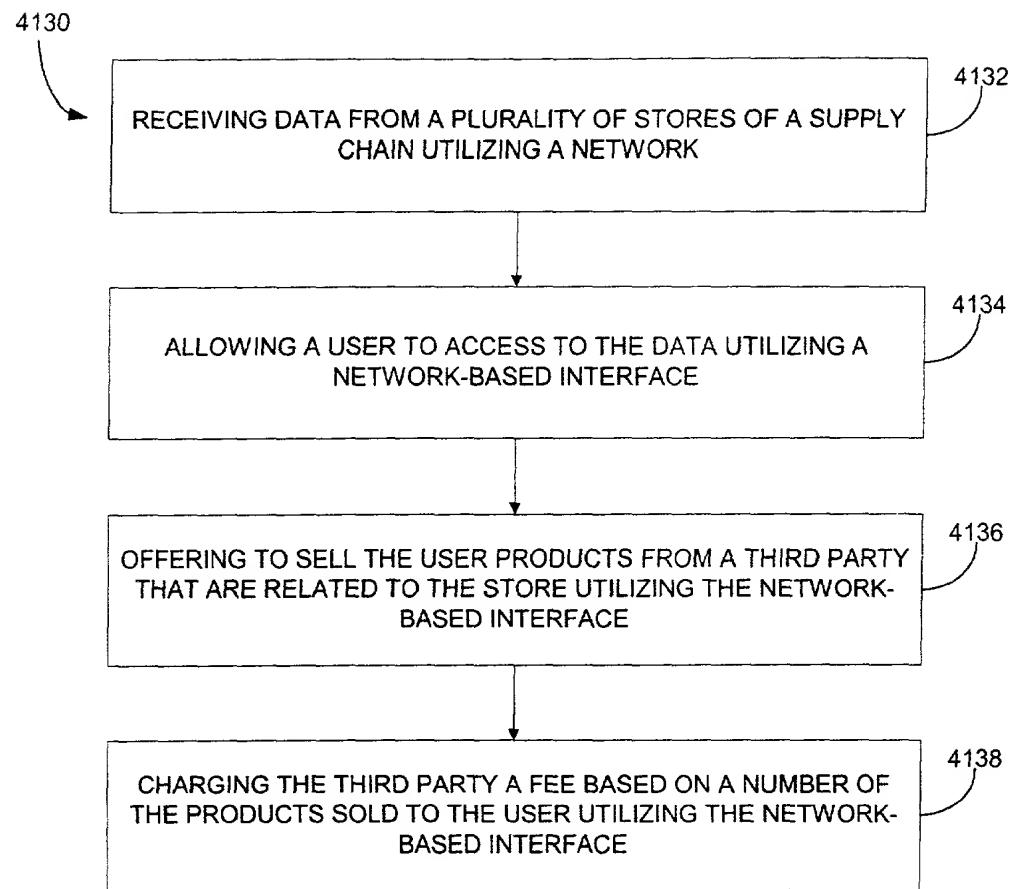
**FIG. 38**



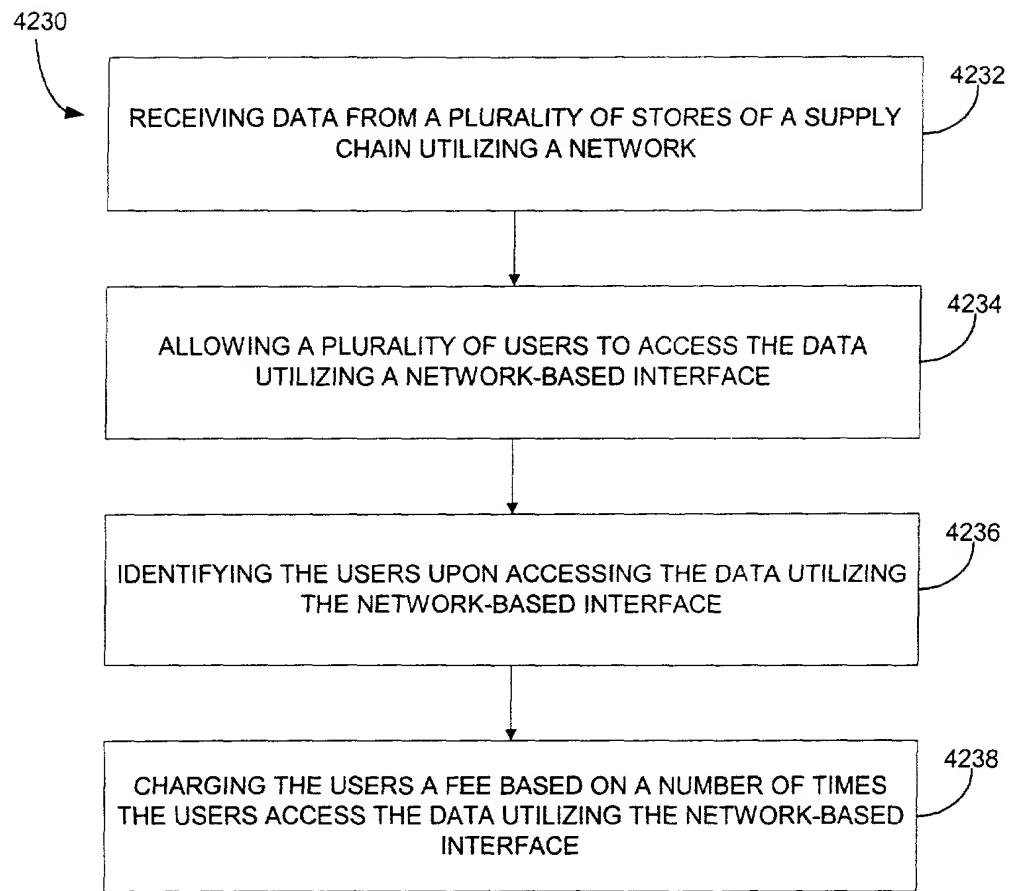
**FIG. 39**



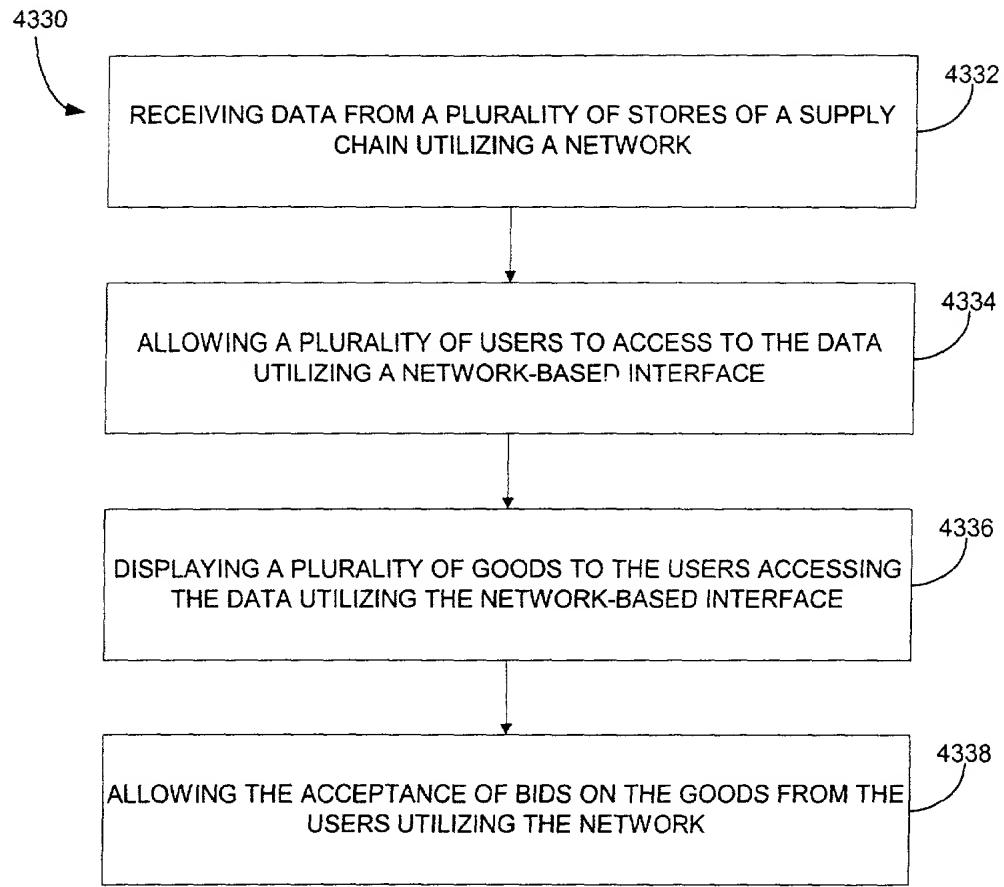
**FIG. 40**



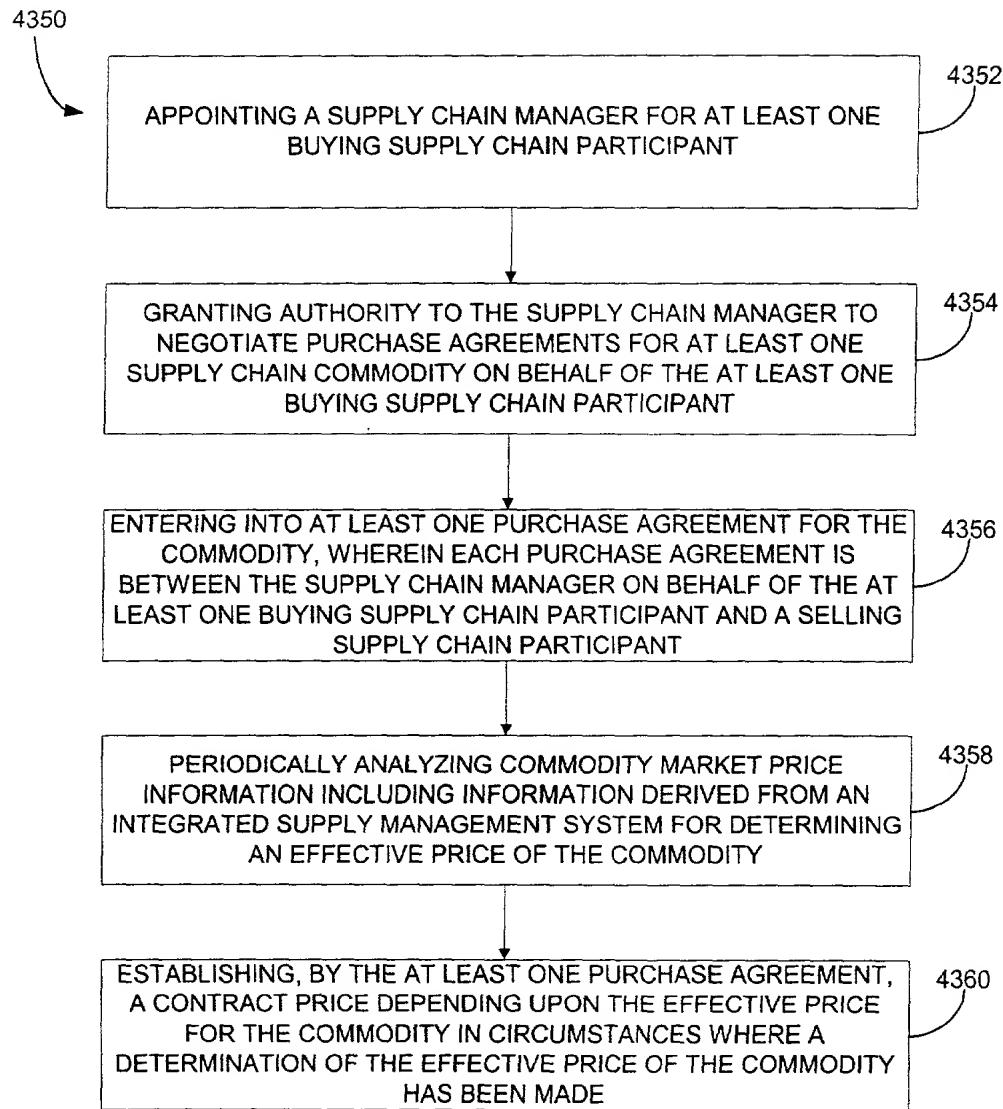
**FIG. 41**



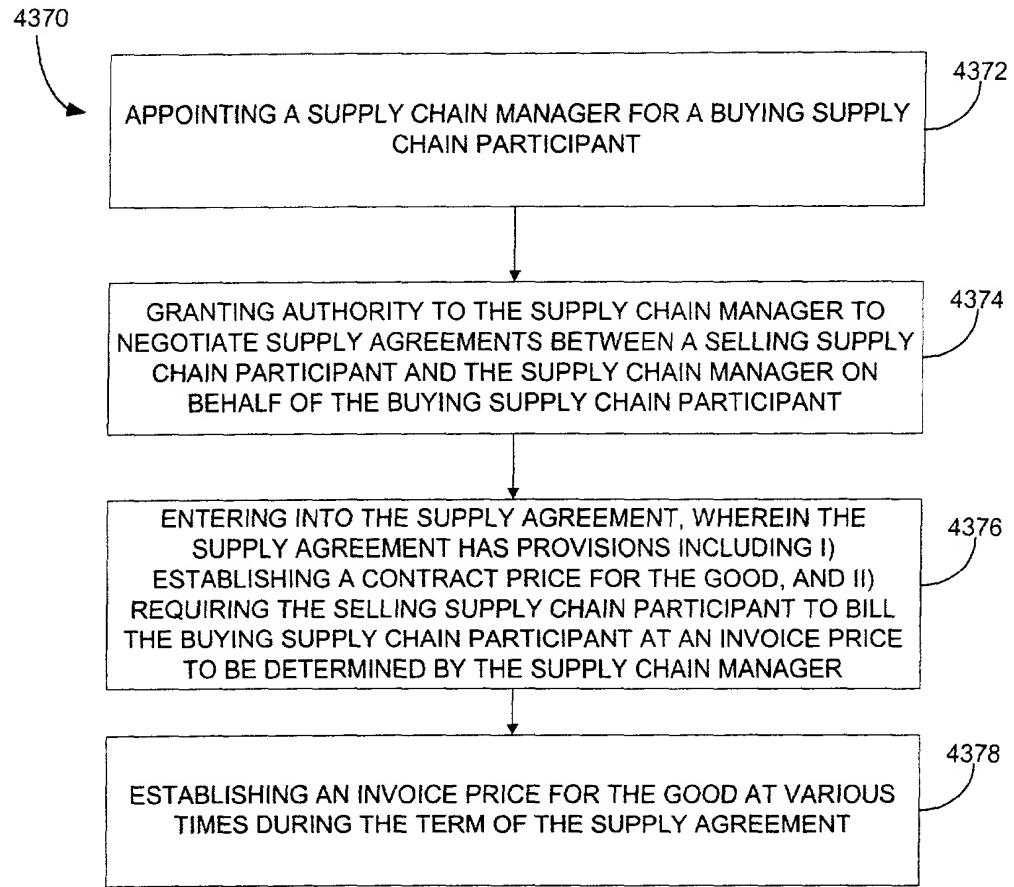
**FIG. 42**



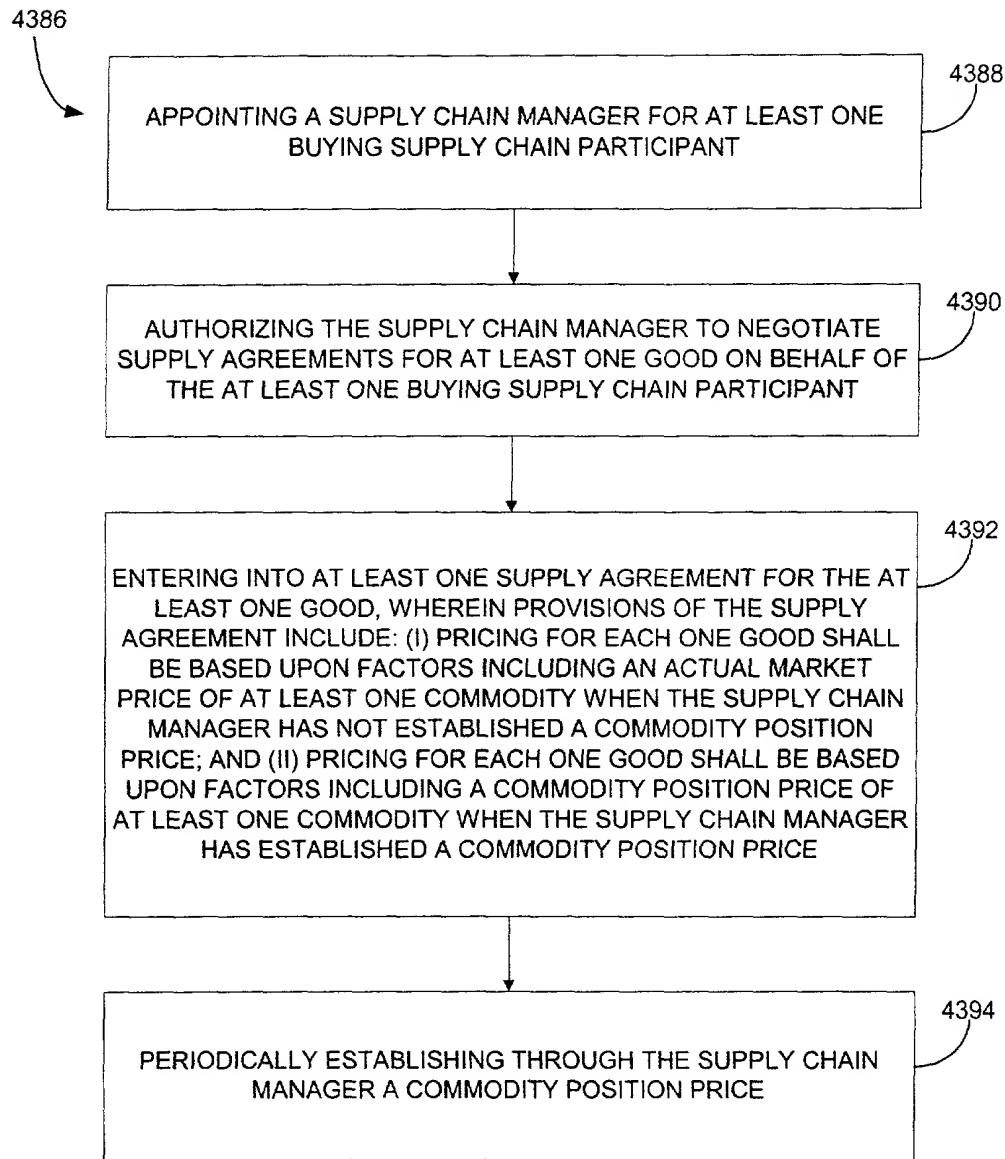
**FIG. 43A**



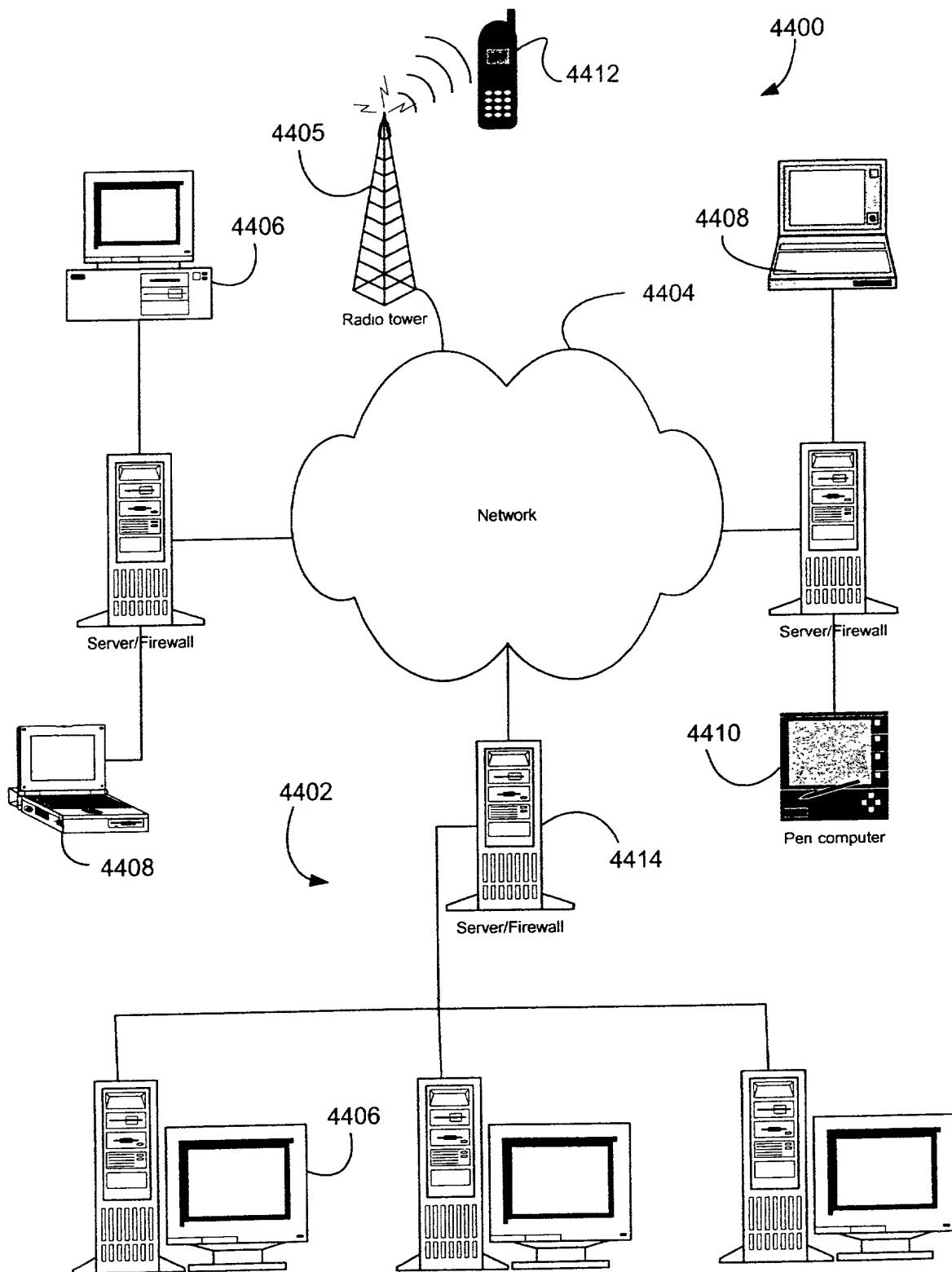
**FIG. 43B**



**FIG. 43C**

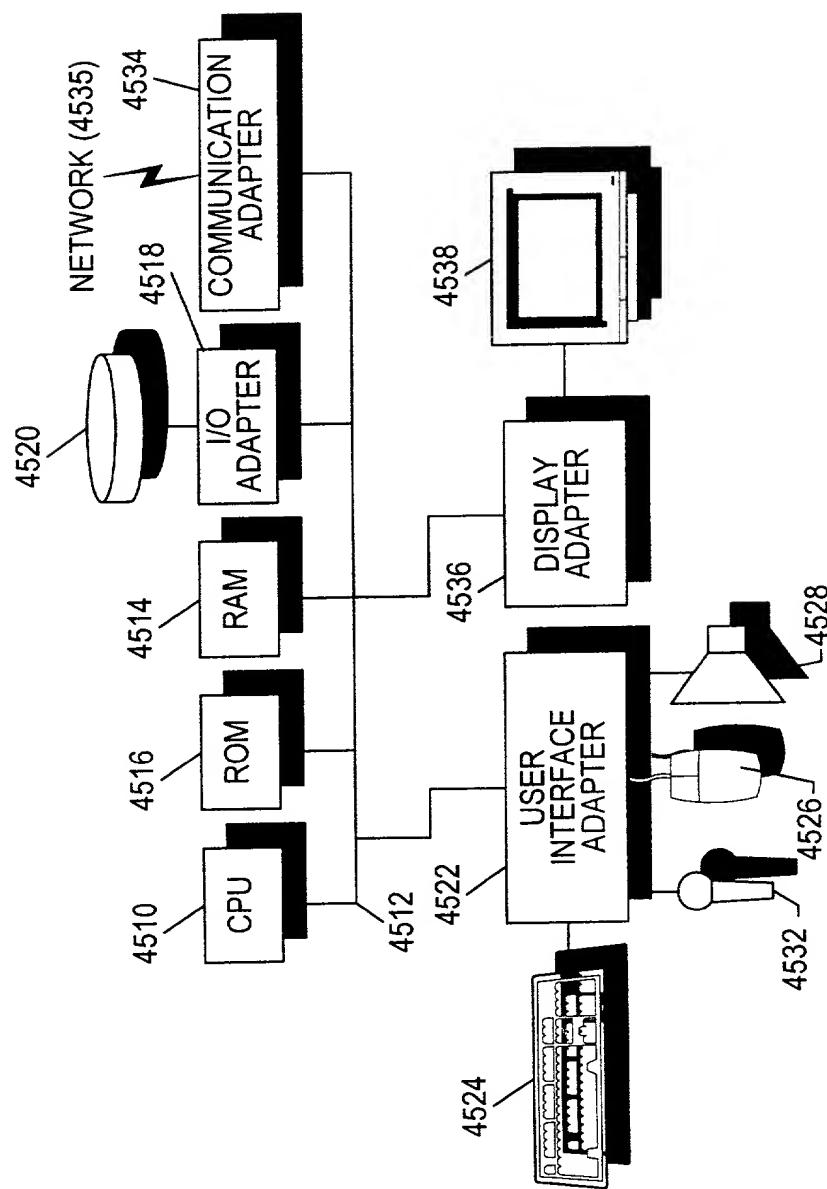


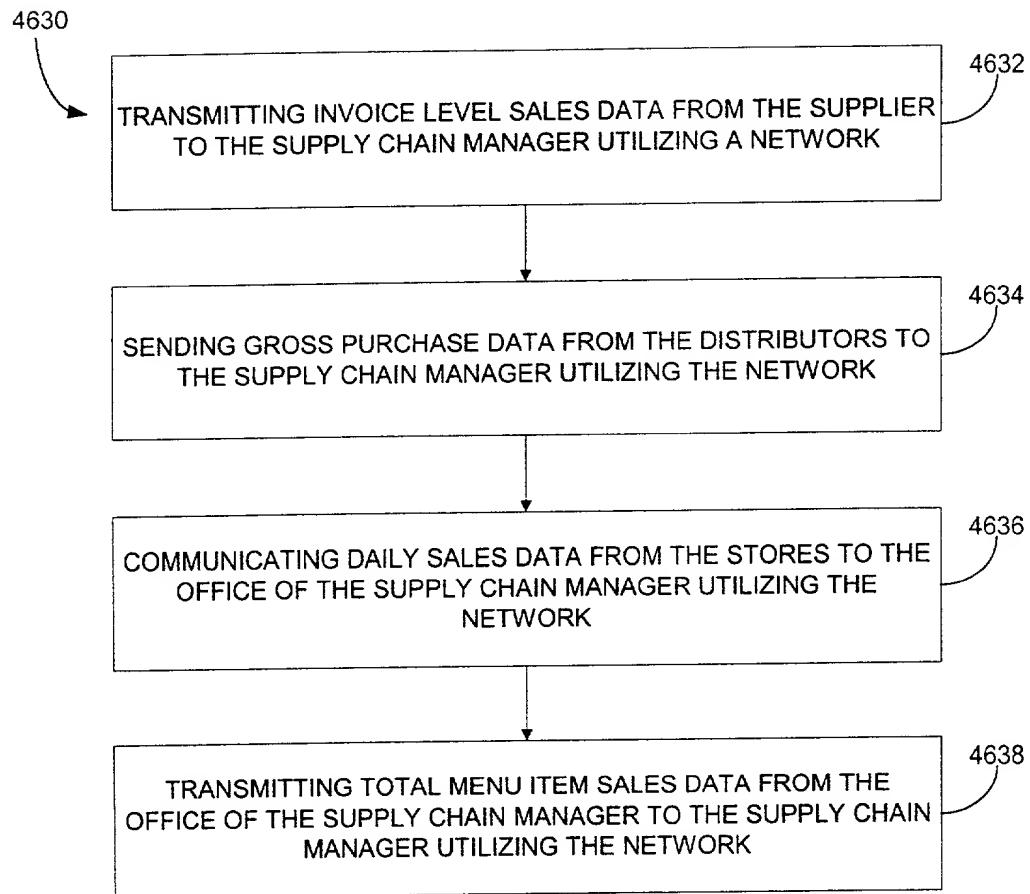
**FIG. 43D**



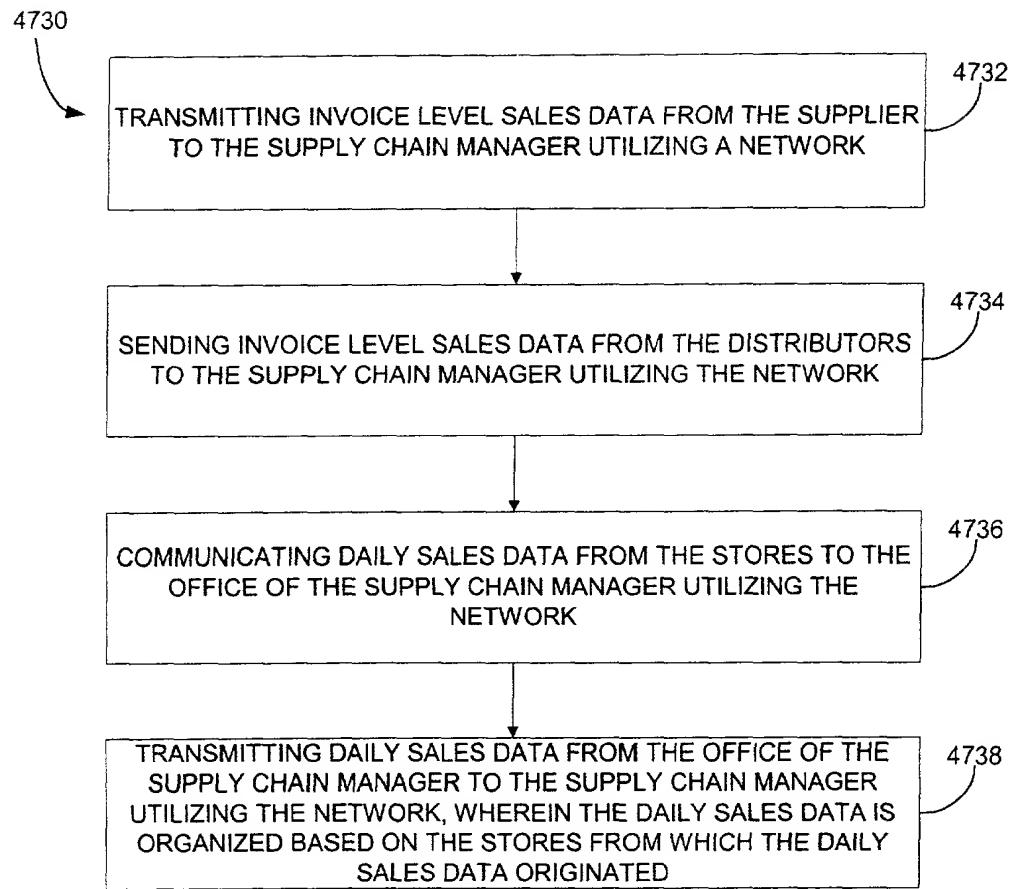
**FIG. 44**

**FIG. 45**

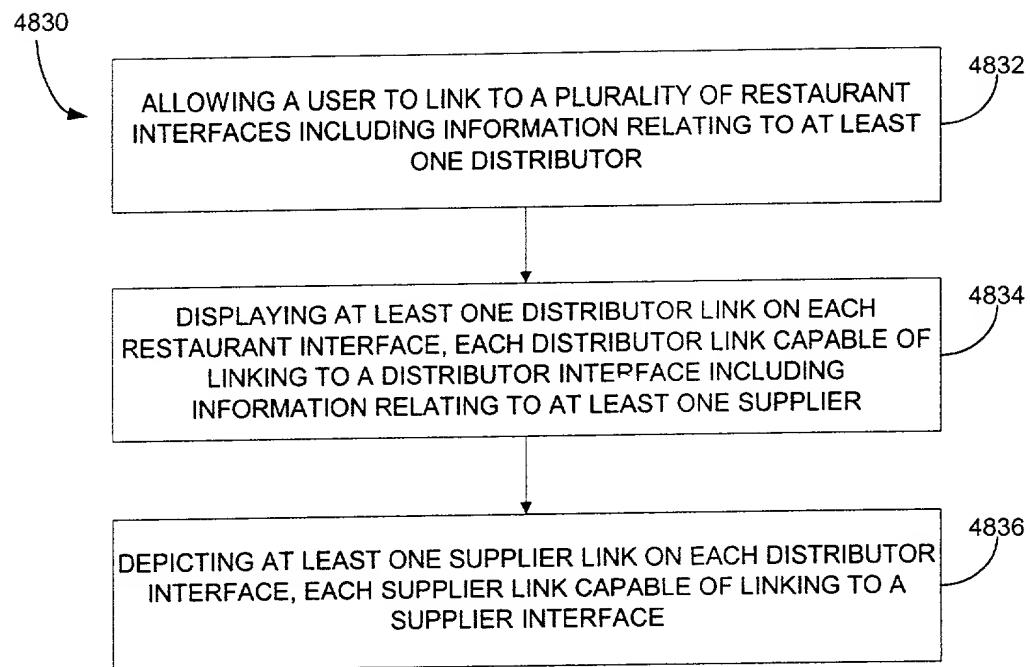




**FIG. 46**



**FIG. 47**



**FIG. 48**

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Address http://www.rsiweb.com/home/index.asp

# RSI

## Restaurant Services, Inc.

BURGER KING® System Independent Purchasing & Distribution Service Co-op

User Name  Franchisee  Enter Site

Click For Help

4902 4904 4900

### About RSI

RSI was founded in 1991 as the exclusive purchasing agent for the vast majority of products used by the U. S. BURGER KING system. Its primary purpose is to leverage the buying power of BURGER KING restaurants to achieve favorable contracts for food, packaging, premiums, promotion products, supplies, equipment, distribution and related services on behalf of more than 8,300 restaurants.

RSI's Board of Directors is comprised of BURGER KING franchisees, elected by region, one Burger King Corporation representative and one member appointed by the Minority Franchisee Association. The cooperative maintains a close working relationship with Burger King Corporation, with respective roles and responsibilities outlined in a formal Operating Agreement.

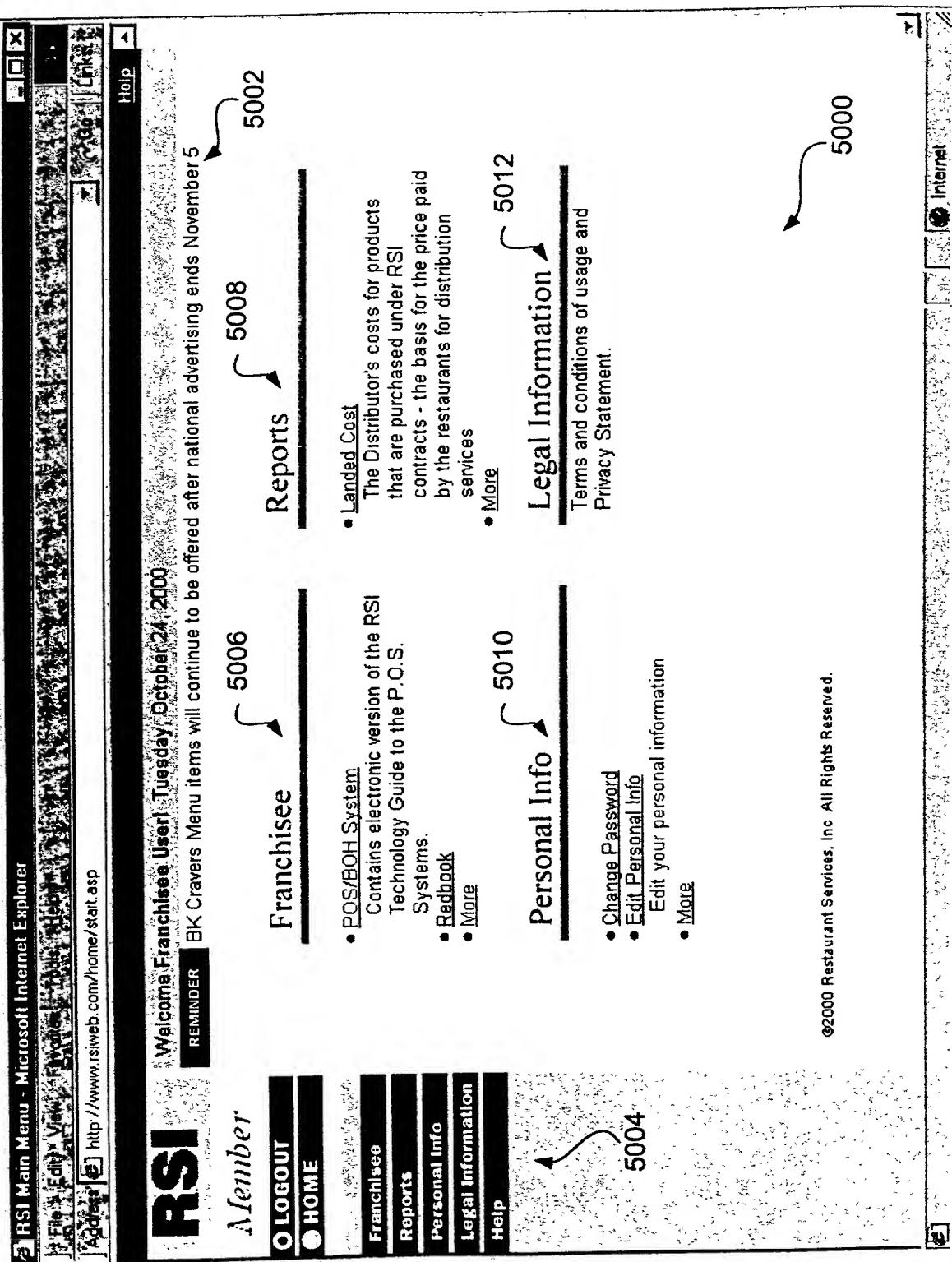
Contact Information  
Map/Directions  
General Information  
Legal Information  
More About RSI  
Help  
BkC Link  
NFA Link

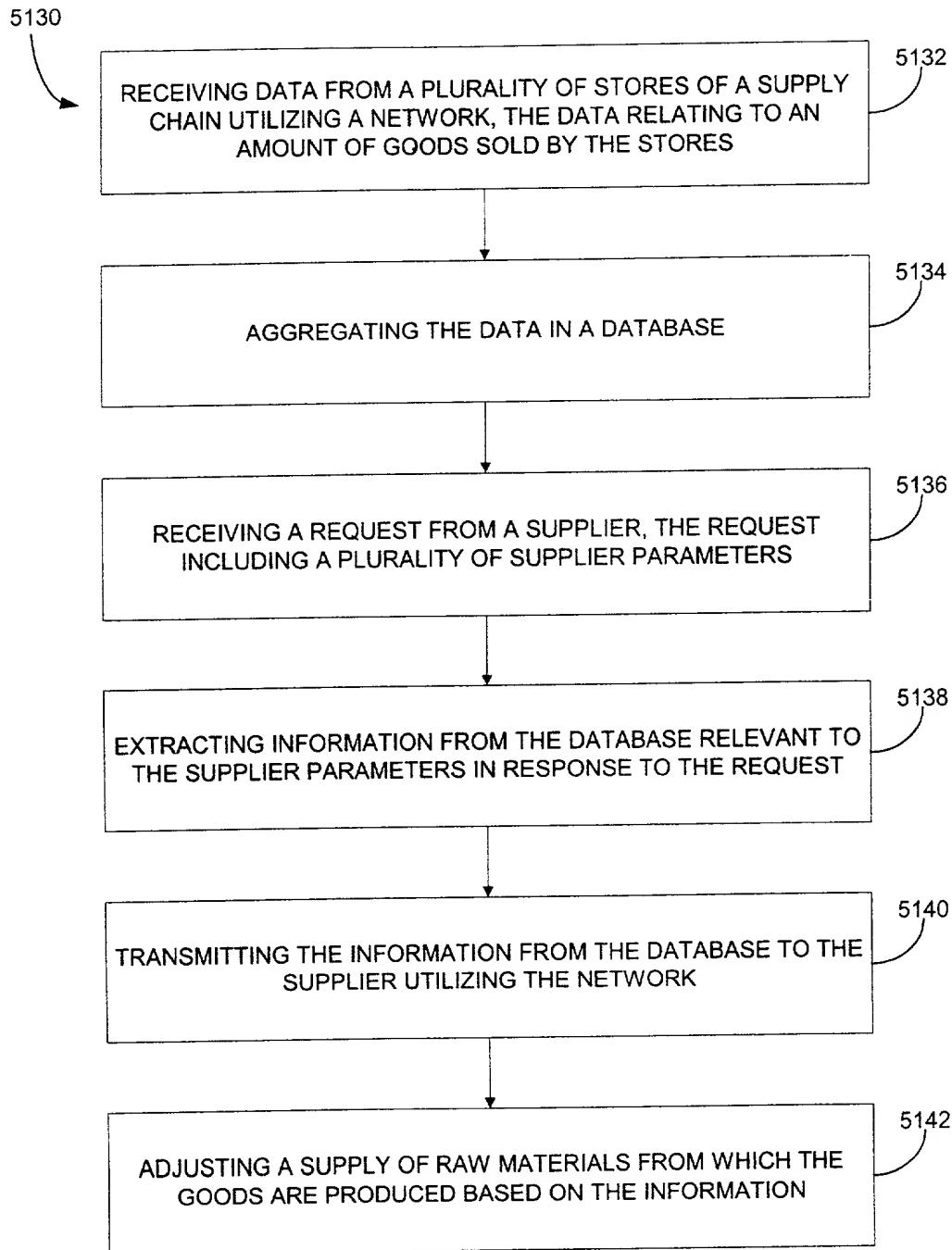

Internet

**FIG. 49**

**FIG. 50**

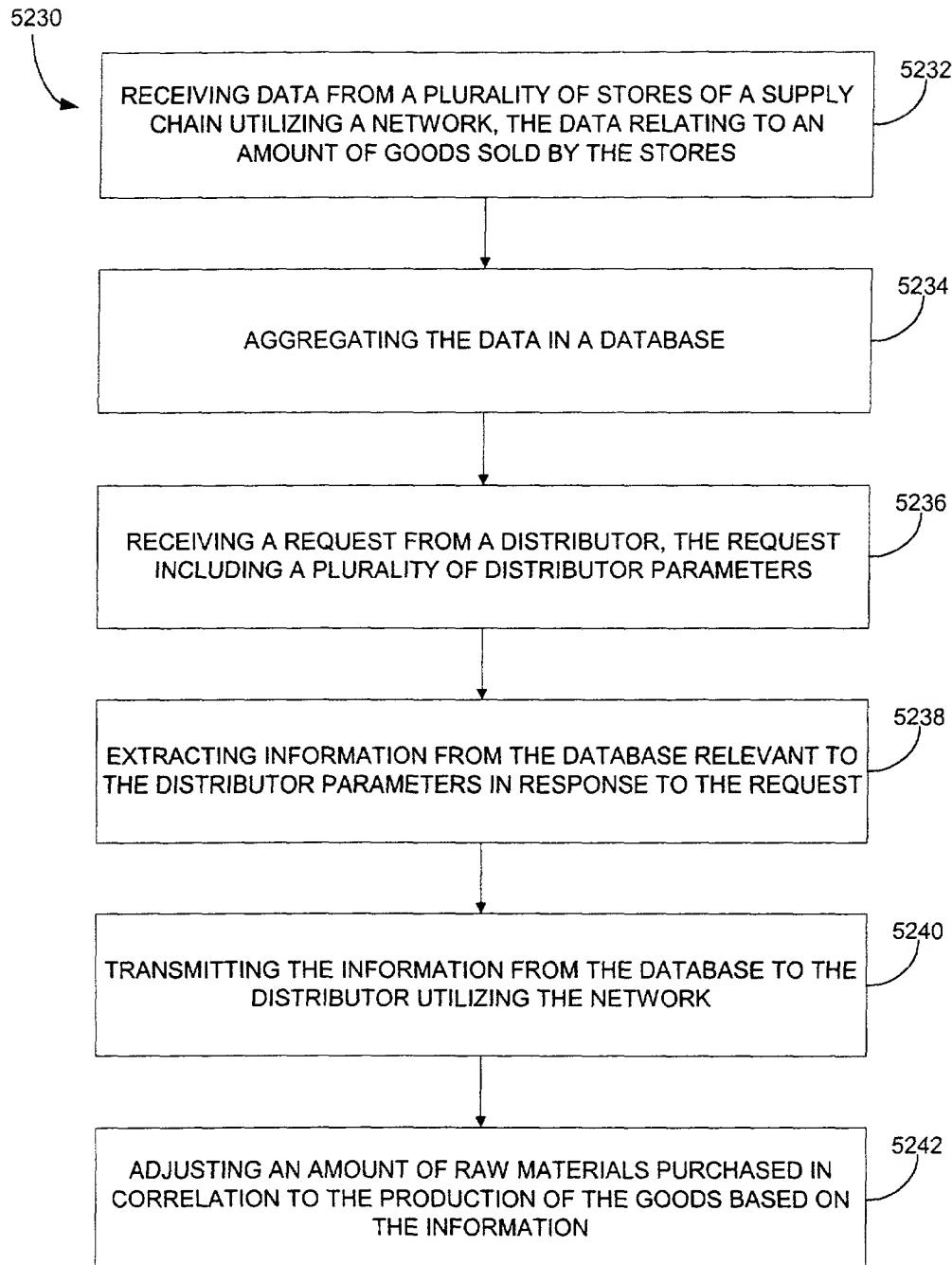


5130 5132 5134 5136 5138 5140 5142



**FIG. 51**

00000000000000000000000000000000



**FIG. 52**

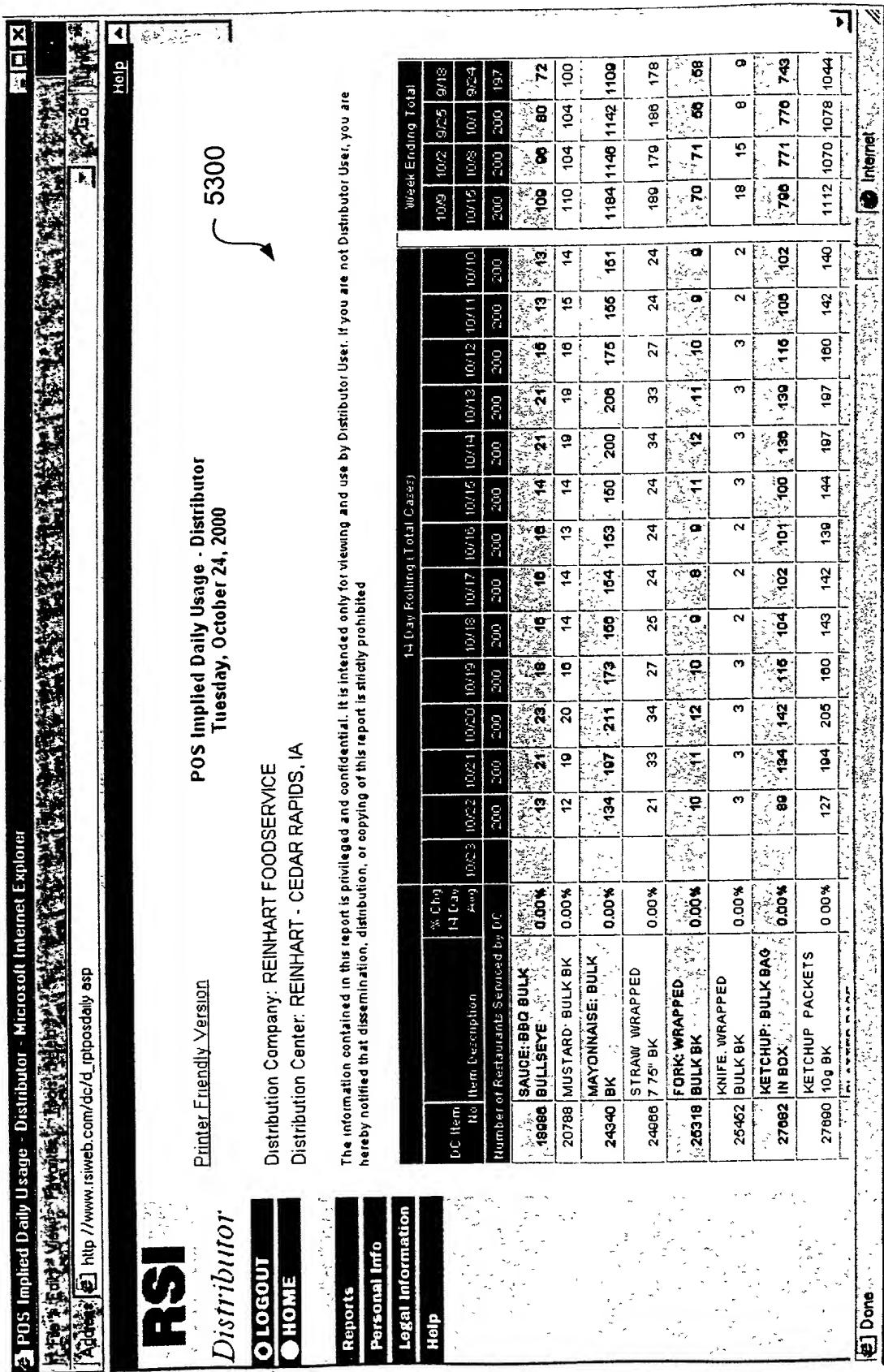


FIG. 53

**RSI** Local DC Promotion Forecast Report - Microsoft Internet Explorer

Printer Friendly Version

REINHART - CEDAR RAPIDS, IA  
Local Promotion Summary by DC  
Tuesday, October 24, 2000

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Distributor. If you are not Distributor, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

Local Promotion Option	DCI	Start Date	Projected Day Usage	Duration (In Weeks)	Participating Rest Count	Non-Participating Restaurants
32 oz. Motor Cup	Chicago, IL	5/1/00	85	99	8	
	Davenport/Rt.Moline, IA	5/1/00	85	32	17	
	Des Moines-Ames, IA	7/1/00	85	17	28	
	Omaha, NE	7/1/00	85	17	60	
	Peoria, IL	8/1/00	85	99	17	
	Sioux City, IA	8/26/00	85	99	10	
	Springfield-Decatur-Champs, IL	8/1/00	85	99	1	
<b>32 oz. Motor Cup Total</b>					<b>131</b>	
<b>Big King</b>	Cedar Rapids-Waterloo-Dubuque, IA	7/4/00	85	99	10	
	Davenport/Rt.Moline, IA	4/15/00	99	99	17	
	Ottumwa-Kirkville, IA	4/15/00	99	99	3	
<b>Big King Total</b>					<b>39</b>	
<b>Pancake Minis</b>	Chicago, IL	5/15/00	20	99	8	
	Peoria, IL	6/1/00	20	85	17	
	Sioux City, IA	4/15/00	20	99	10	
<b>Pancake Minis Total</b>					<b>36</b>	

Done Internet

**FIG. 54**

 <b>RSI</b> <b>Supplier</b> <a href="#">Logout</a> <a href="#">Home</a>  <a href="#">Reports</a> <a href="#">Personal Info</a> <a href="#">Legal Information</a> <a href="#">Help</a>		<h1>POS Implied Daily Usage - Supplier</h1> <p>TYSON FOODS</p> <p><a href="#">Retrieve</a></p> <p>Printer Friendly Version</p> <p>Supplier TYSON FOODS</p> <p>The information contained in this report is privileged and confidential. It is intended only for viewing and use by Supplier User. If you are not Supplier User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.</p> <p>5500</p>																																																																																																																																																																																																																													
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<table border="1"> <thead> <tr> <th colspan="14">1-4 Day Rolling (Total Cases)</th> <th>Week Ending Total</th> </tr> <tr> <th>FOB Point</th> <th>RS#</th> <th>Item No</th> <th>Description</th> <th>% Chg Day Avg</th> <th>10/23</th> <th>10/22</th> <th>10/21</th> <th>10/20</th> <th>10/19</th> <th>10/18</th> <th>10/17</th> <th>10/16</th> <th>10/15</th> <th>10/14</th> <th>10/13</th> <th>10/12</th> <th>10/11</th> <th>10/10</th> <th>10/9</th> <th>10/8</th> <th>9/25</th> <th>9/18</th> </tr> </thead> <tbody> <tr> <td><b>TOTAL</b></td> <td></td> </tr> <tr> <td colspan="14"></td> <td><b>TOTAL</b></td> <td><b>780</b></td> <td><b>774</b></td> <td><b>781</b></td> </tr> <tr> <td colspan="14"></td> <td><b>Total DC Locations</b></td> <td><b>3</b></td> <td><b>327</b></td> <td><b>354</b></td> </tr> <tr> <td colspan="14"> <table border="1"> <thead> <tr> <th>CHICKEN</th> <th>PATTY</th> <th>0.00%</th> </tr> </thead> <tbody> <tr> <td>CHICKEN</td> <td>PATTY</td> <td>0.00%</td> </tr> <tr> <td>7</td> <td>BROILER</td> <td>0.00%</td> </tr> <tr> <td>8</td> <td>TENDER</td> <td>0.00%</td> </tr> <tr> <td></td> <td>CHICKN</td> </tr> </tbody> </table> </td> <td><b>Done</b></td> </tr> </tbody> </table>																1-4 Day Rolling (Total Cases)														Week Ending Total	FOB Point	RS#	Item No	Description	% Chg Day Avg	10/23	10/22	10/21	10/20	10/19	10/18	10/17	10/16	10/15	10/14	10/13	10/12	10/11	10/10	10/9	10/8	9/25	9/18	<b>TOTAL</b>																																				<b>TOTAL</b>	<b>780</b>	<b>774</b>	<b>781</b>															<b>Total DC Locations</b>	<b>3</b>	<b>327</b>	<b>354</b>	<table border="1"> <thead> <tr> <th>CHICKEN</th> <th>PATTY</th> <th>0.00%</th> </tr> </thead> <tbody> <tr> <td>CHICKEN</td> <td>PATTY</td> <td>0.00%</td> </tr> <tr> <td>7</td> <td>BROILER</td> <td>0.00%</td> </tr> <tr> <td>8</td> <td>TENDER</td> <td>0.00%</td> </tr> <tr> <td></td> <td>CHICKN</td> </tr> </tbody> </table>														CHICKEN	PATTY	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	CHICKEN	PATTY	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	7	BROILER	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	8	TENDER	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%		CHICKN	<b>Done</b>																		
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FIG. 55

**RSI**

Landed Cost Report

Member      Restaurant Number:  Date:  Retrieve

Logout      Home

Franchisee      Printer Friendly Version

Reports      Restaurant Landed Cost Verification Report

Personal Info      Report Date: Sunday, October 22, 2000

Legal Information      Restaurant Number: 0003473

Help      Distribution Center: REINHART - CEDAR RAPIDS, IA

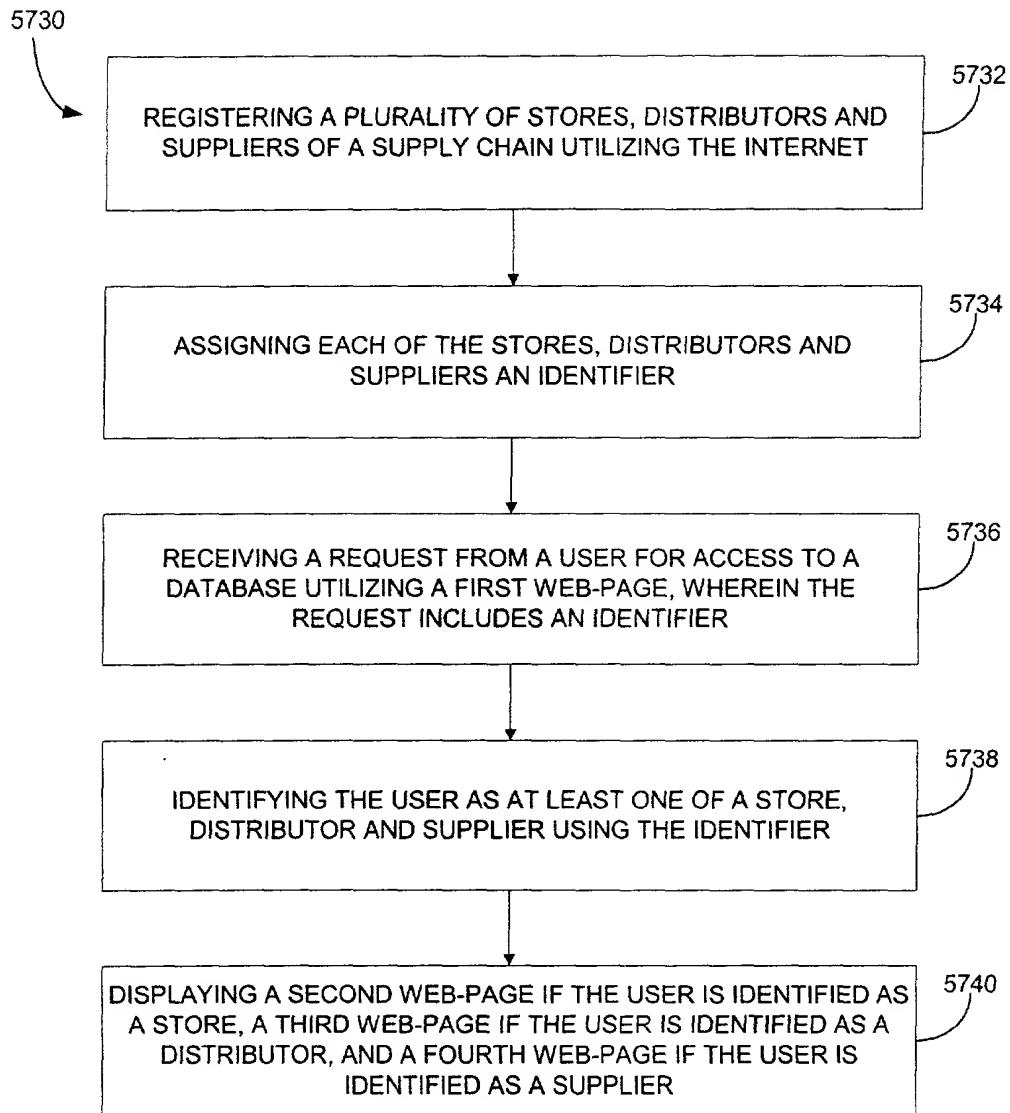
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DC Item No	RSI Item No	RSI Item Description	DC Cost	Markup	Rest Cost
10340	4439	REGISTER TAPE-THERMAL 2.25" X 105'	\$21.27	\$1.67	\$22.84
12880	3656	SUGAR SUBSTITUTE-PINK PKT 2000 CT	\$6.87	\$1.57	\$7.44
16980	309	SAUCE-BULK-KRAFT BULLSEYE	\$24.48	\$1.57	\$26.05
19432	4473	COFFEE-FOLGERS REGULAR	\$44.50	\$1.57	\$46.07
20788	67	MUSTARD-BULK 3 GAL	\$8.48	\$1.57	\$9.05
20940	4281	WRAP-LOCAL OPTION	\$29.78	\$1.57	\$31.35
24340	68	SAUCE-BULK MAYONNAISE	\$7.91	\$1.57	\$9.38
24600	4270	WATER-ICE MOUNTAIN .5L	\$6.41	\$1.57	\$7.98

Done       Internet

**FIG. 56**

50 50 50 50 50 50 50



**FIG. 57**

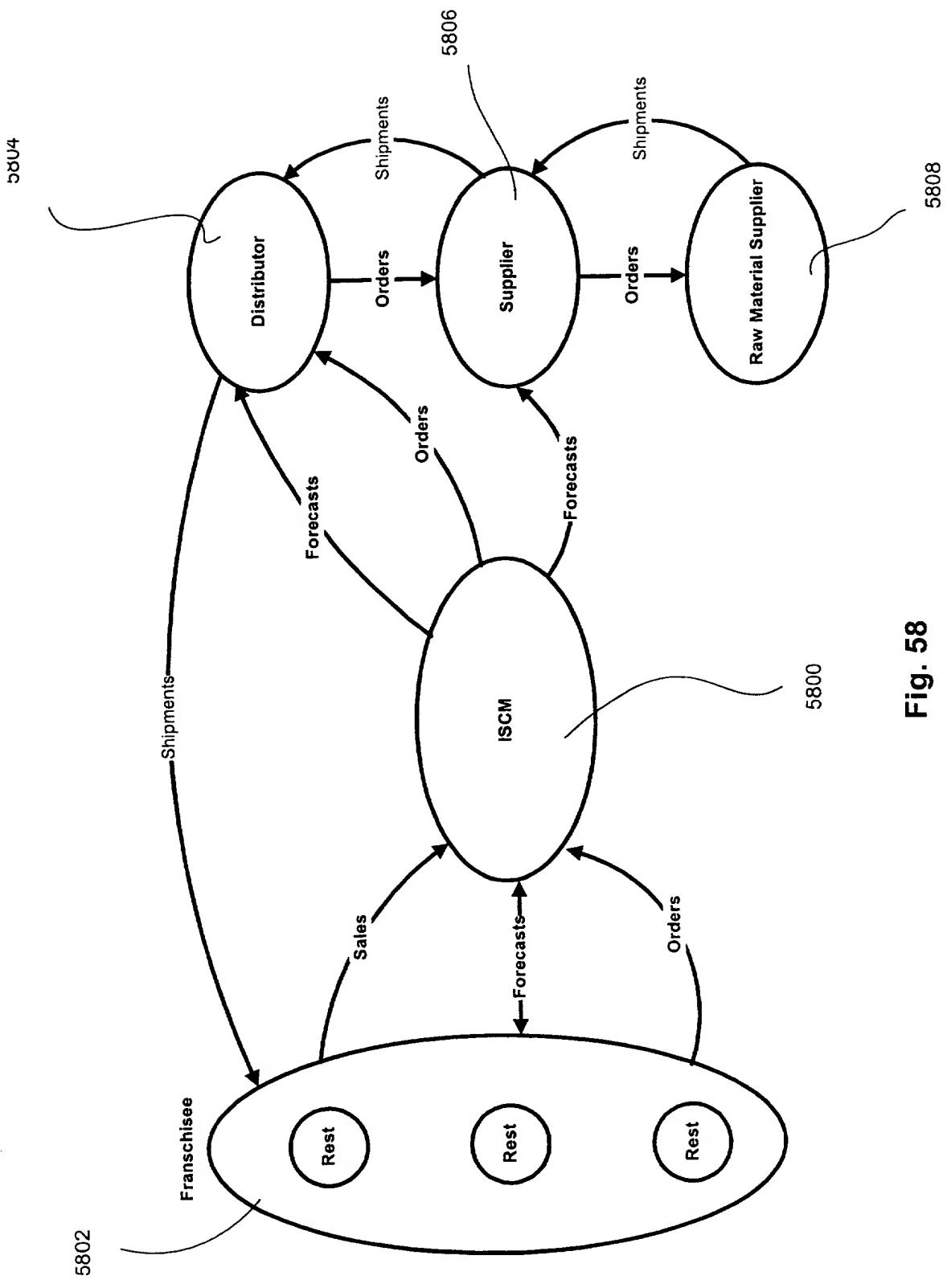
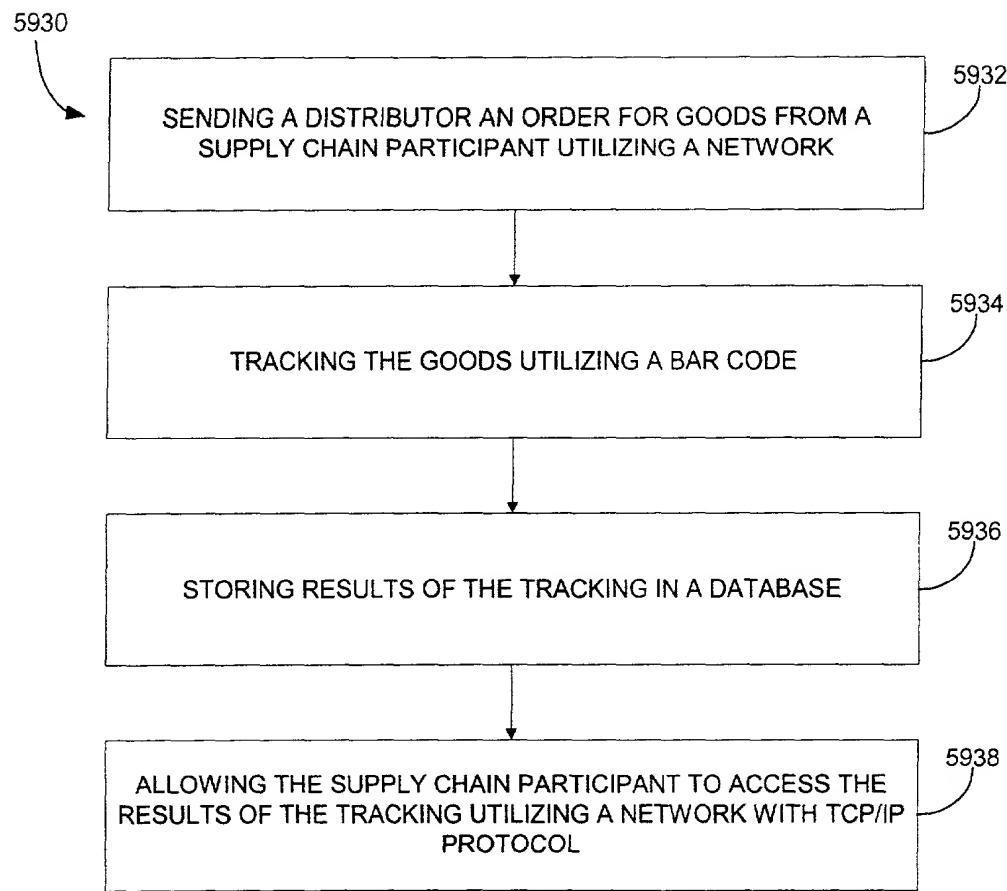


Fig. 58



**FIG. 59**

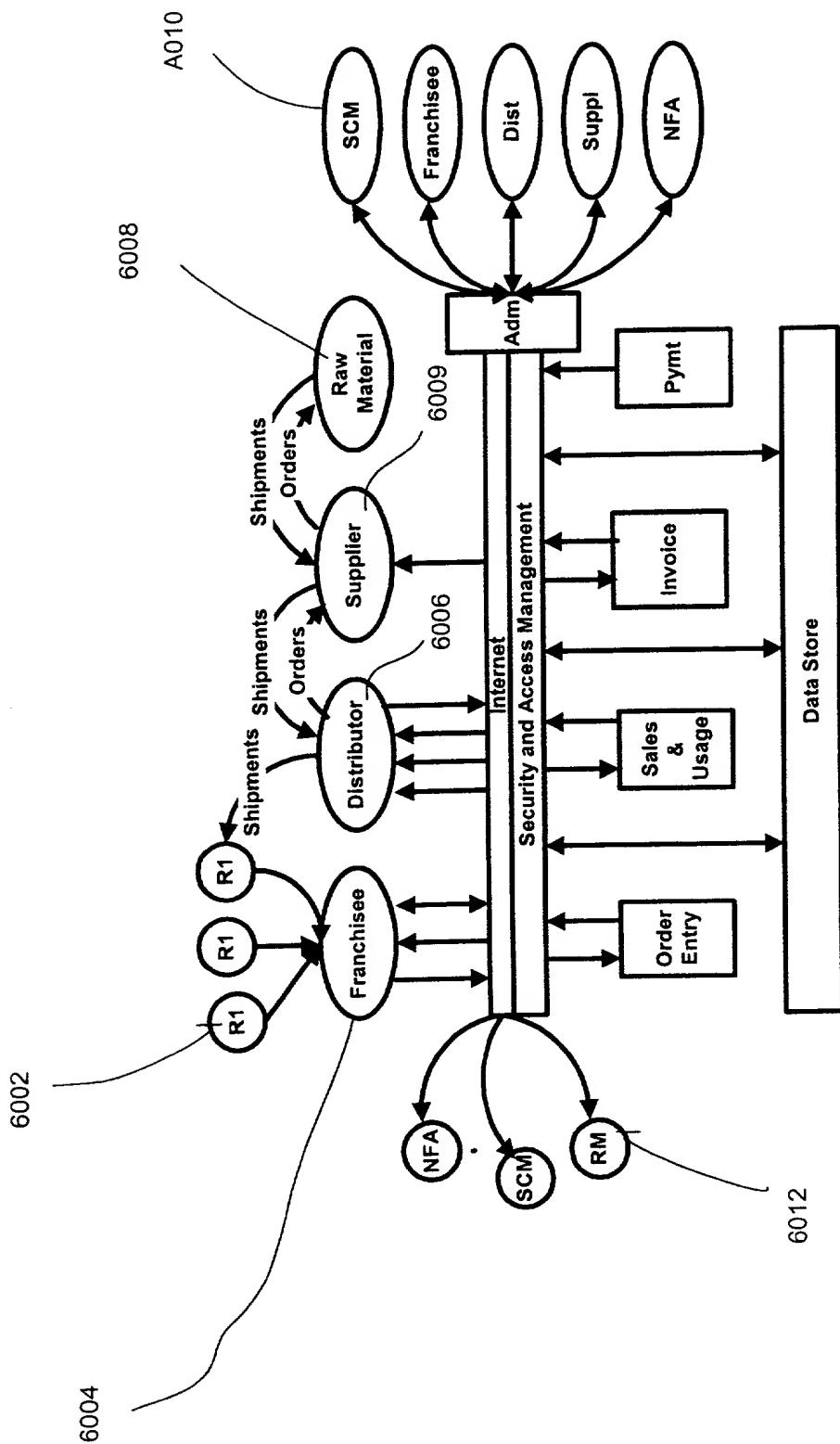


Fig. 60

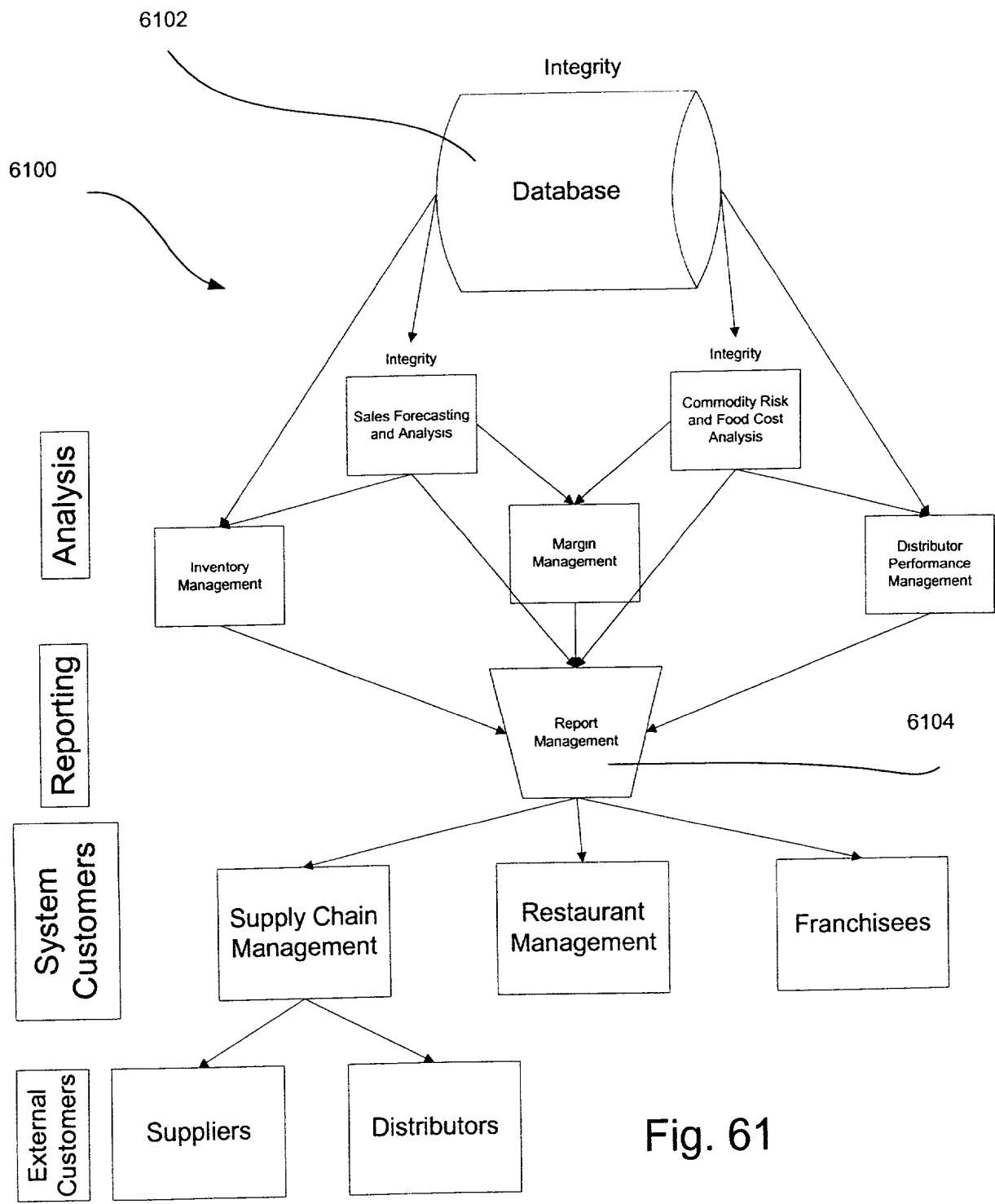
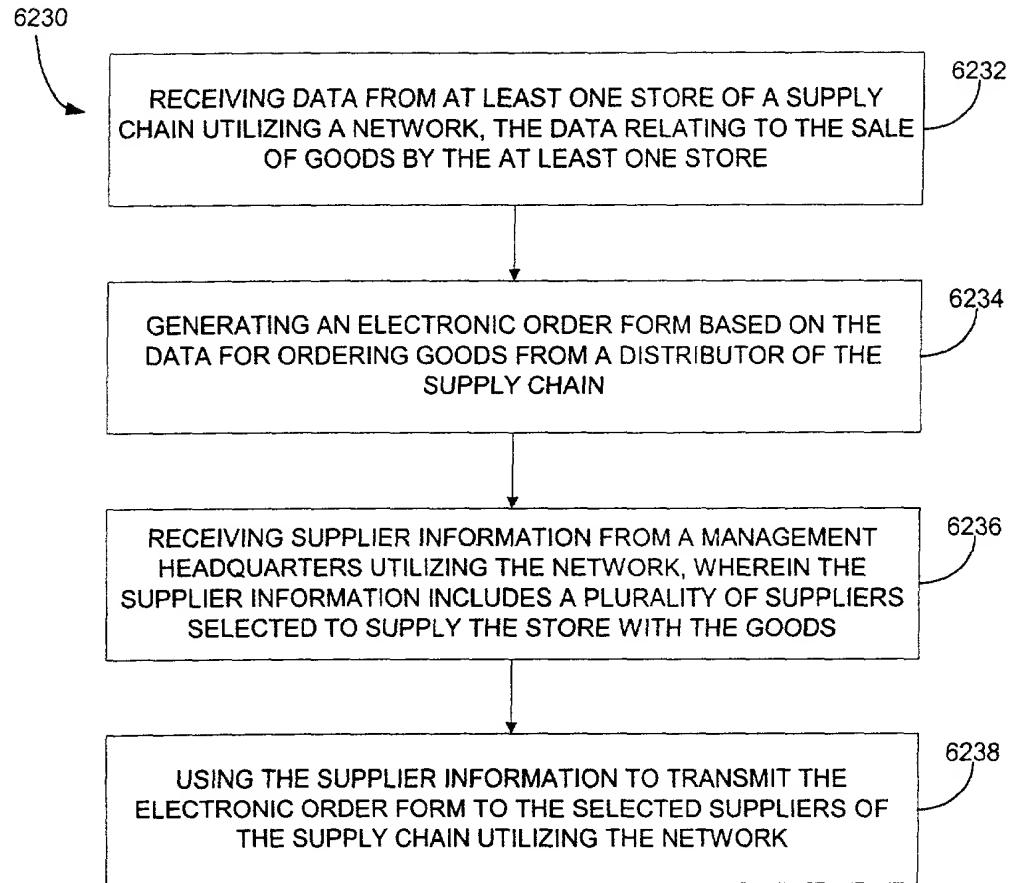


Fig. 61



**FIG. 62**

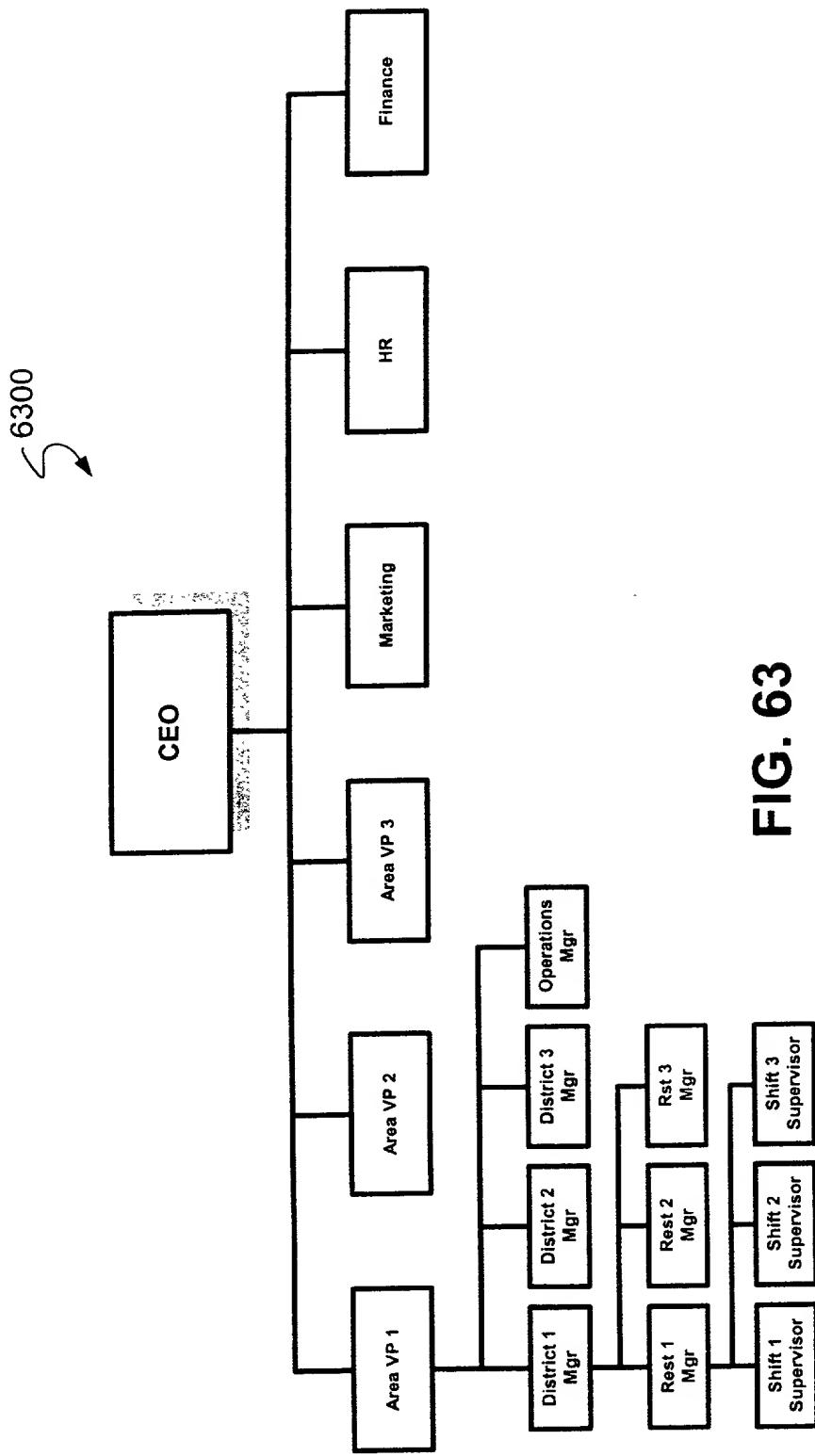
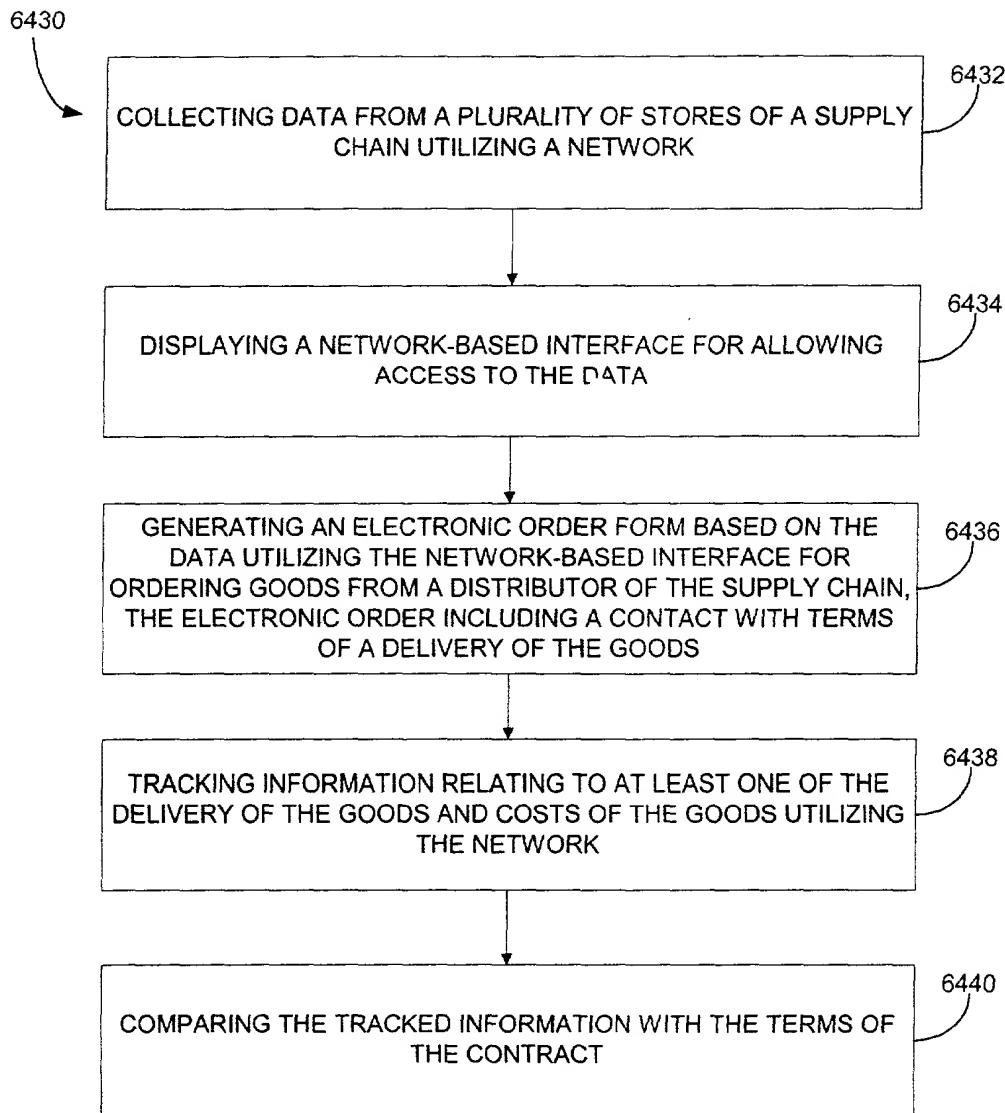
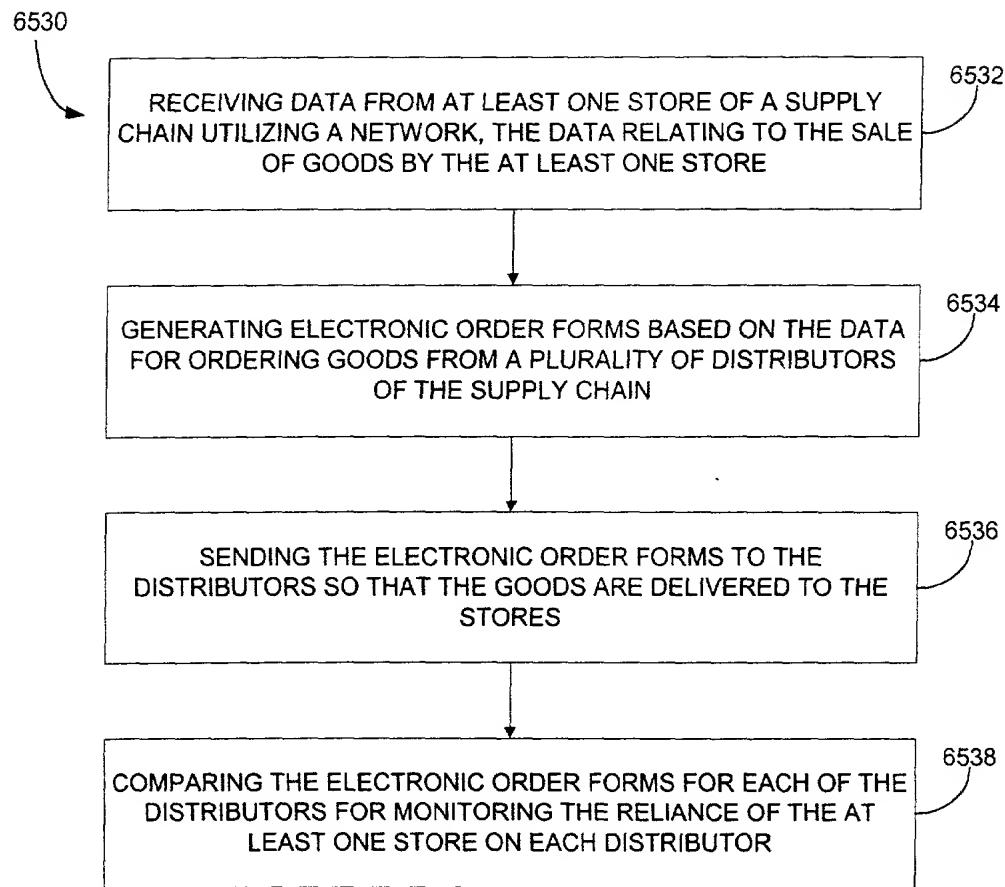


FIG. 63

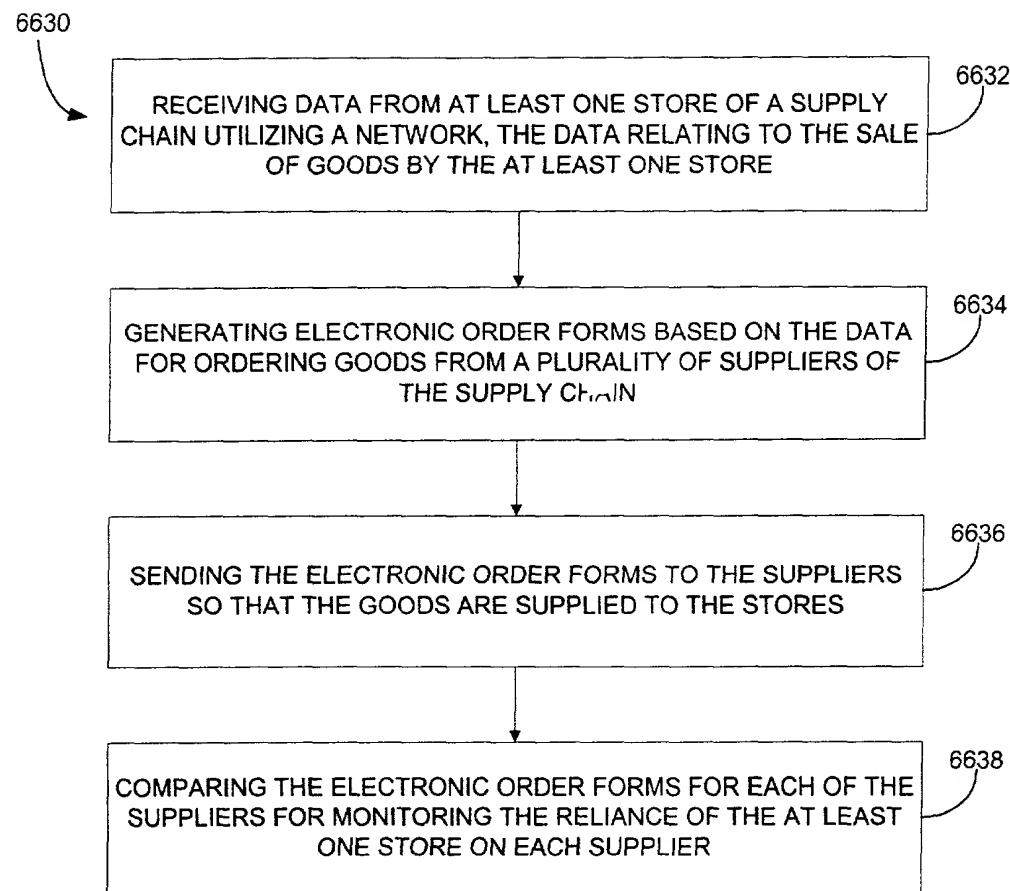
100 101 102 103 104 105 106 107 108 109 110



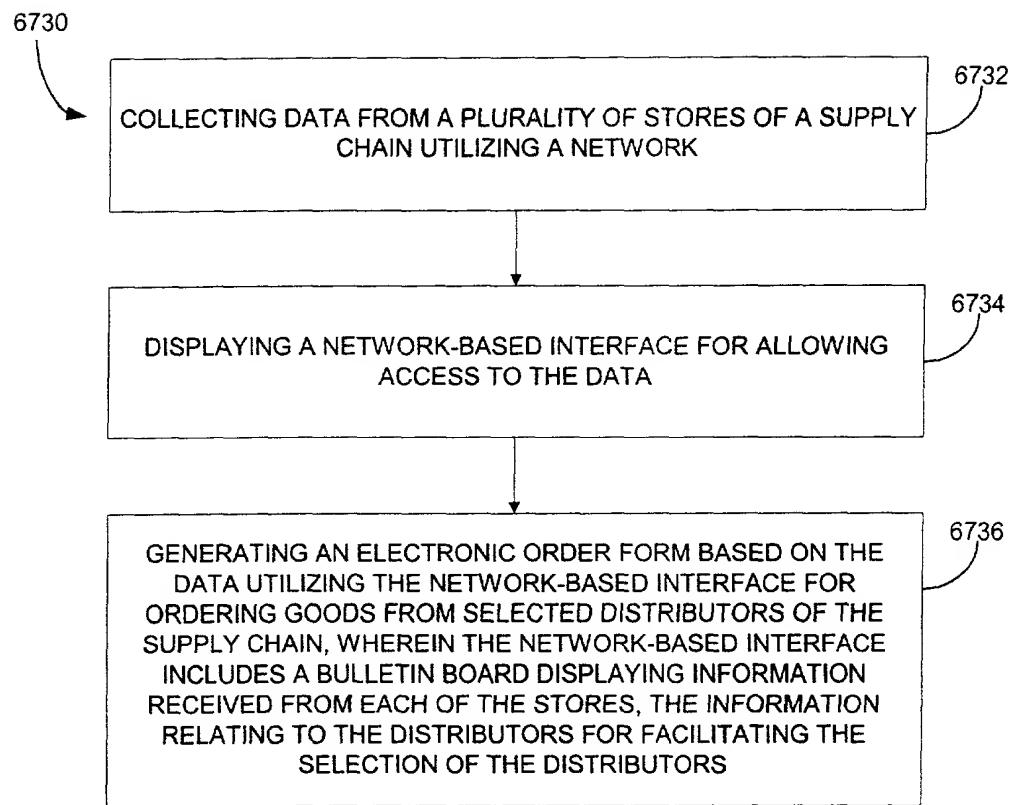
**FIG. 64**



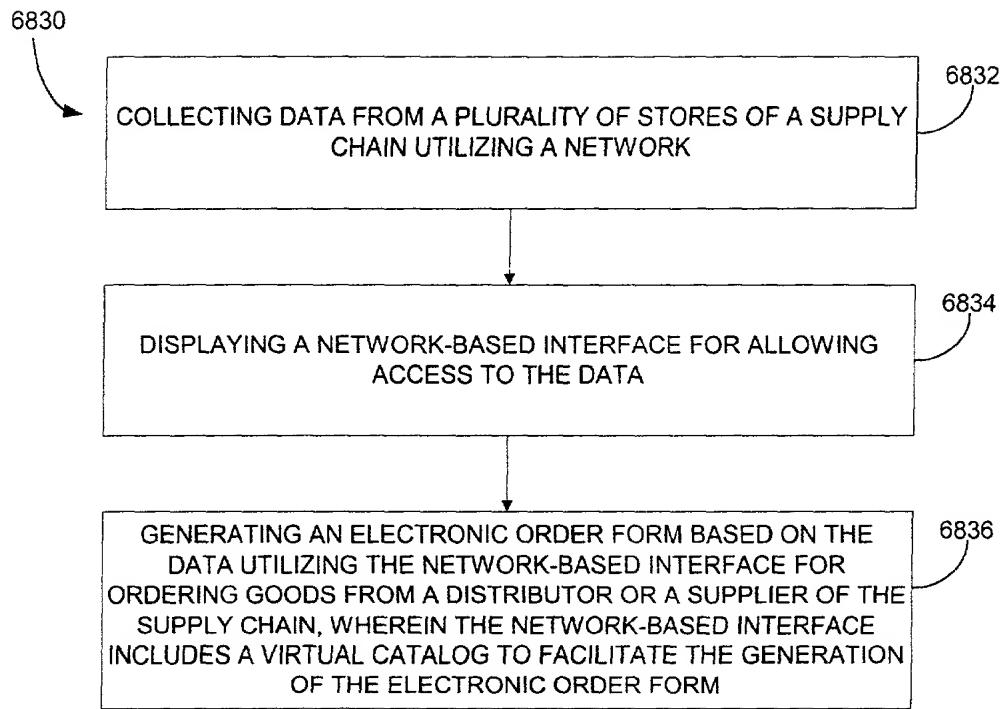
**FIG. 65**



**FIG. 66**

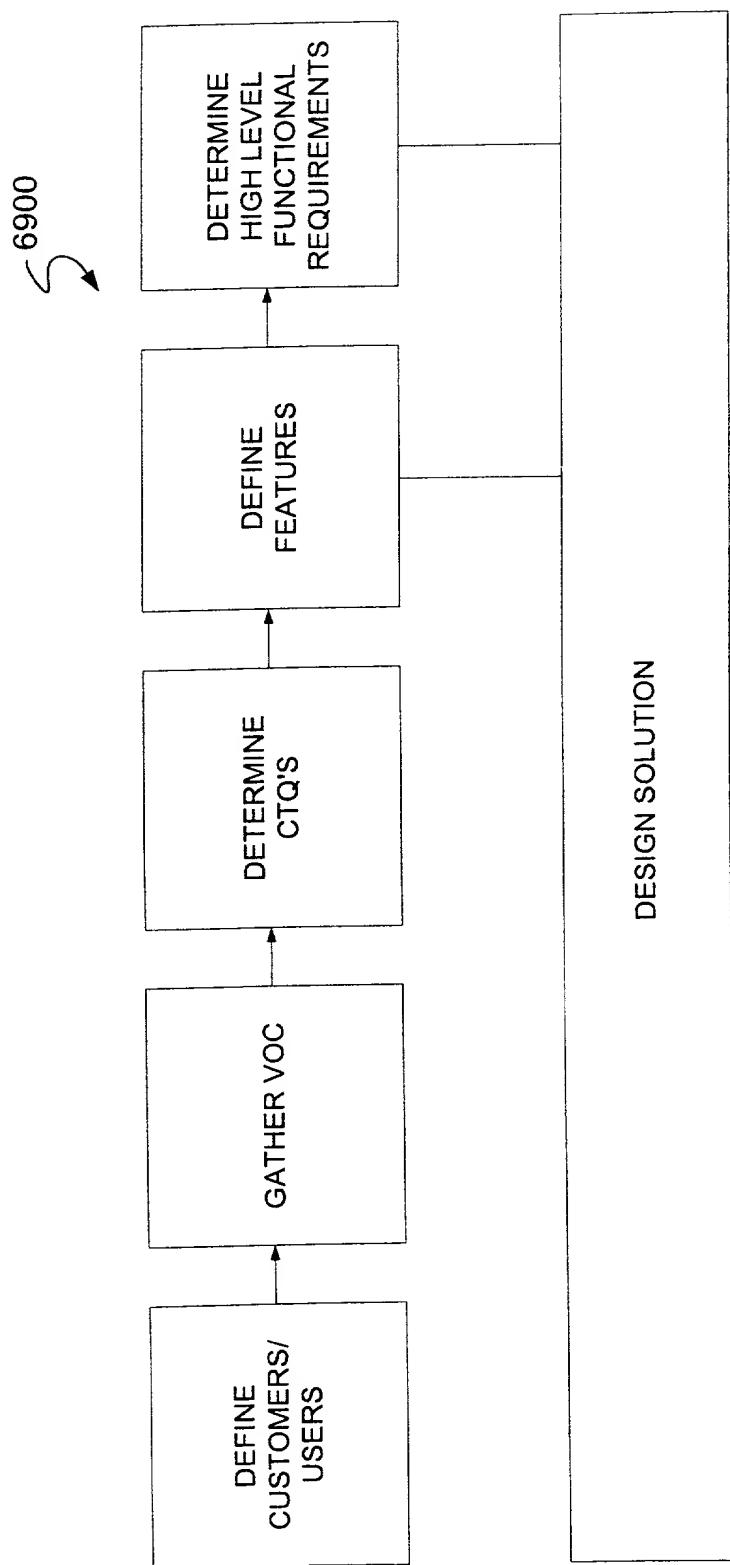


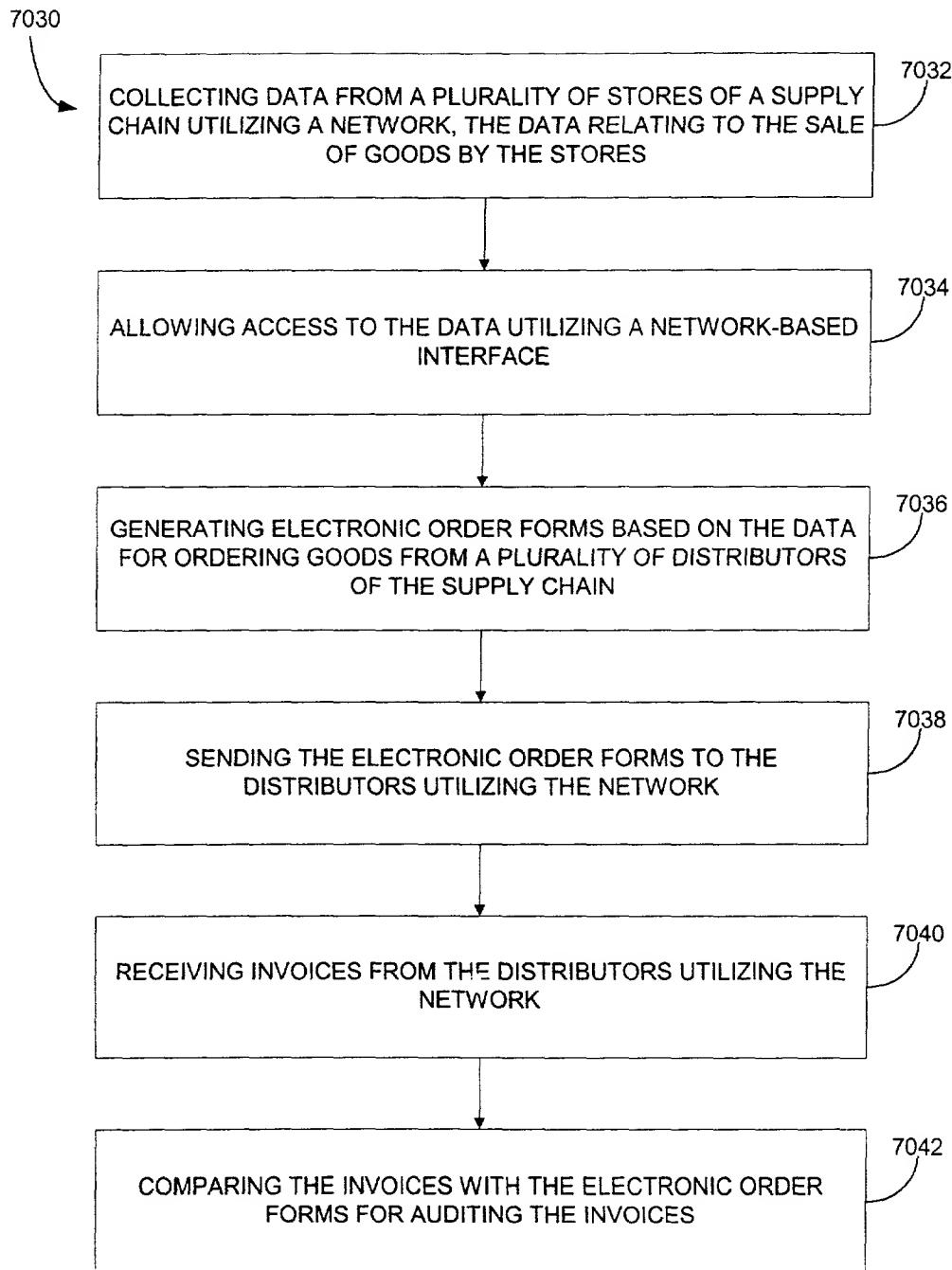
**FIG. 67**

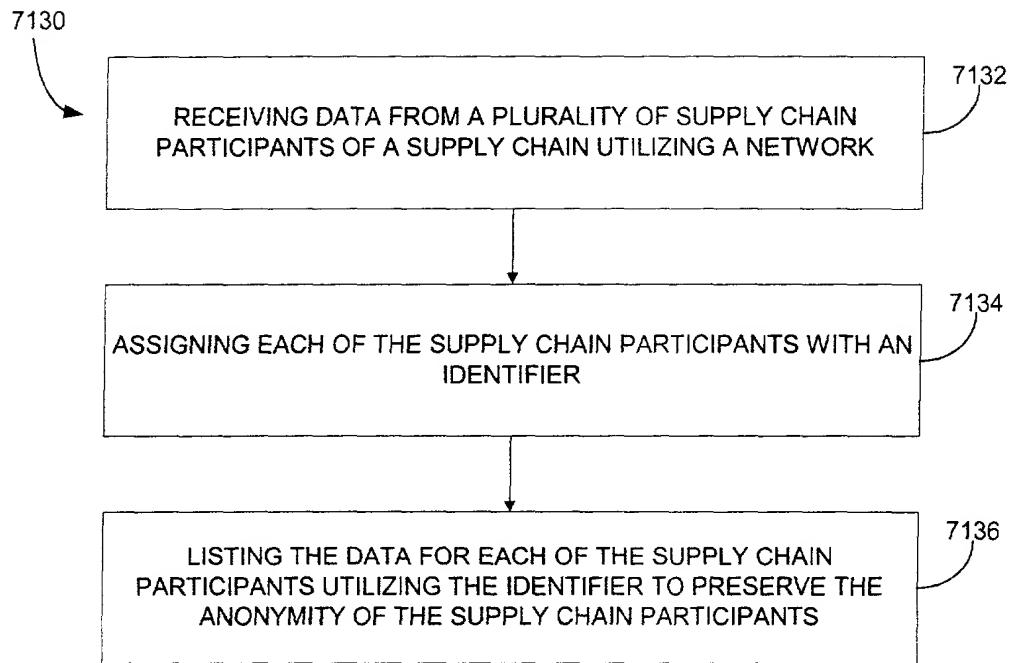


**FIG. 68**

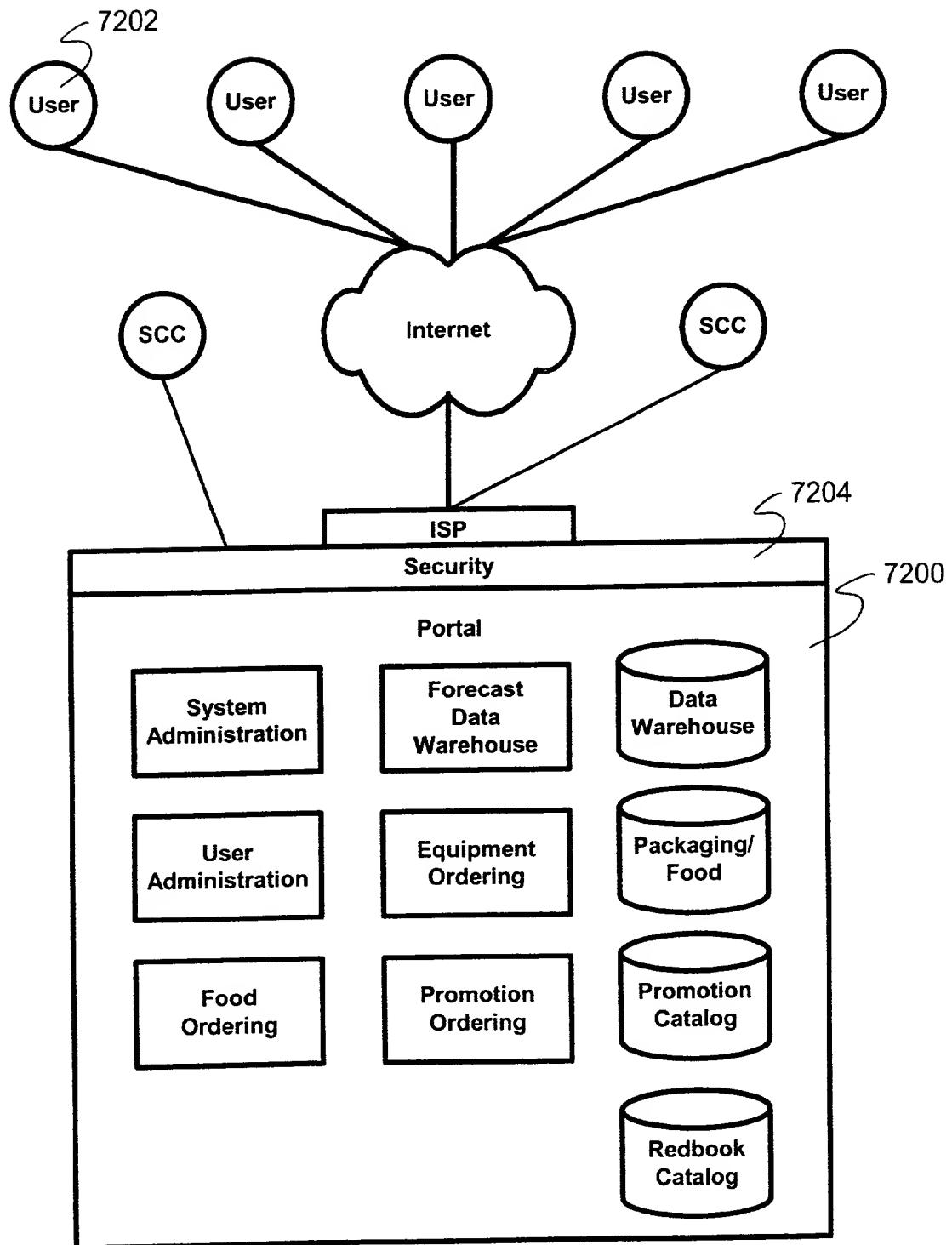
**FIG. 69**



**FIG. 70**

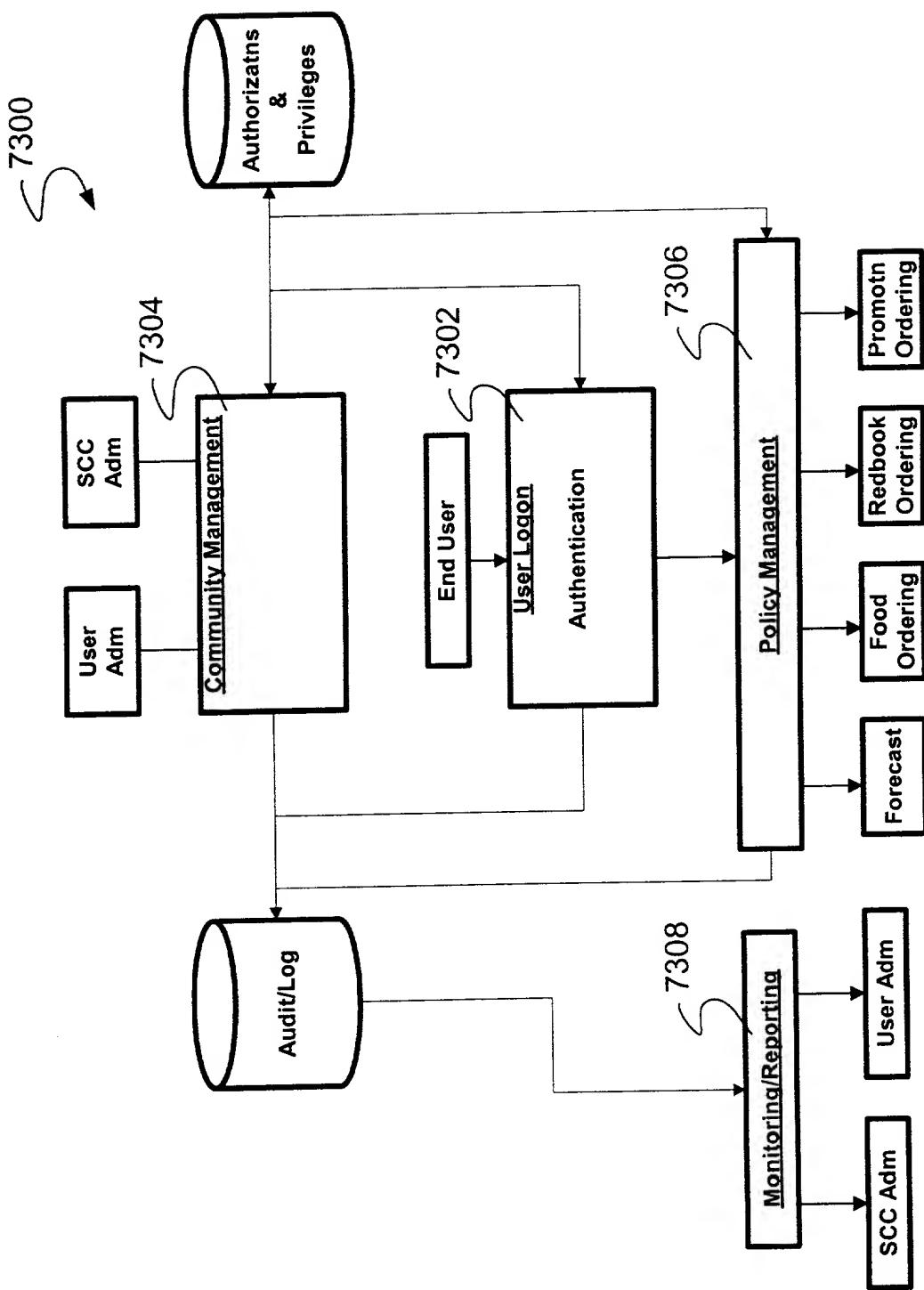


**FIG. 71**

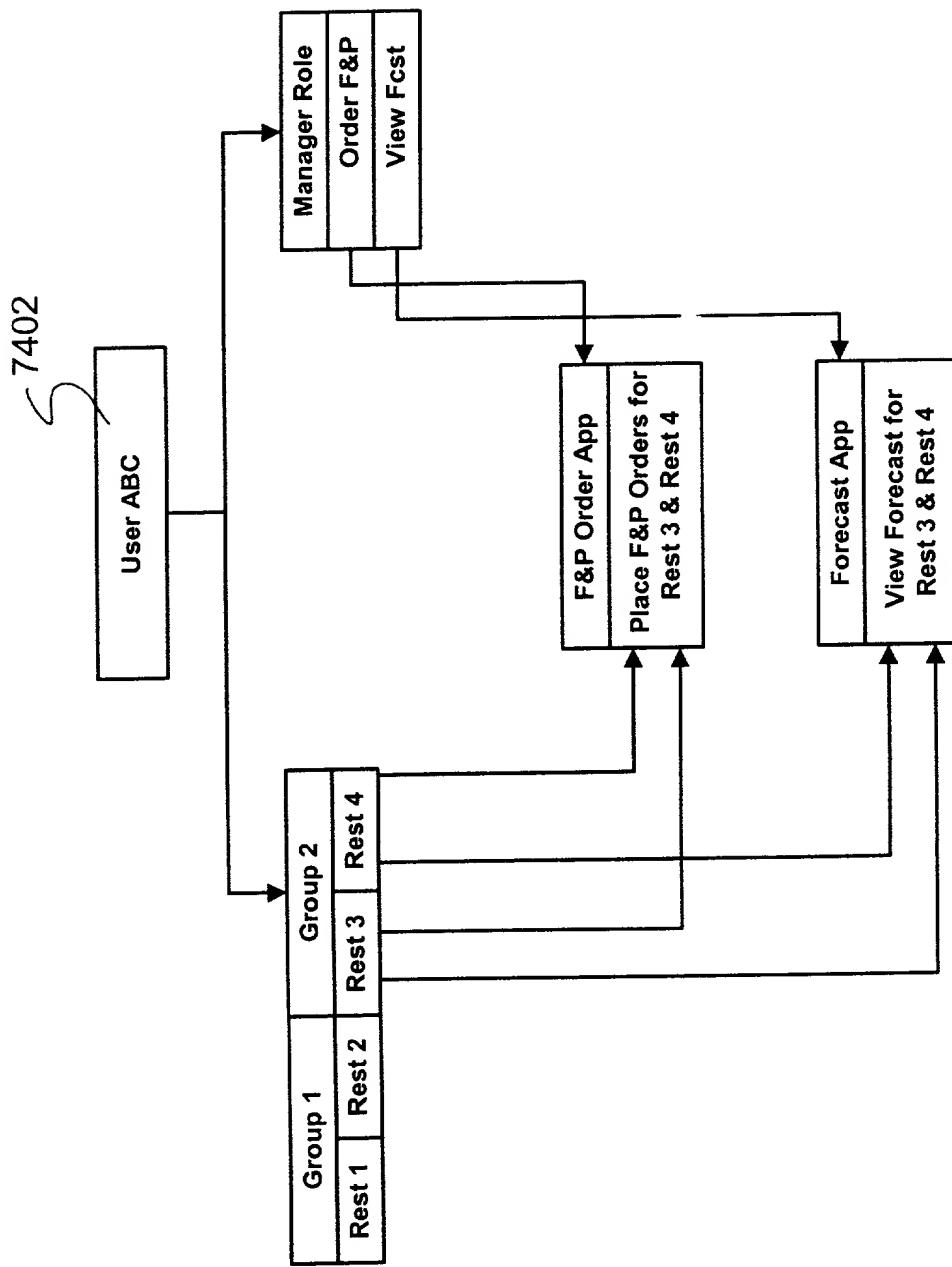


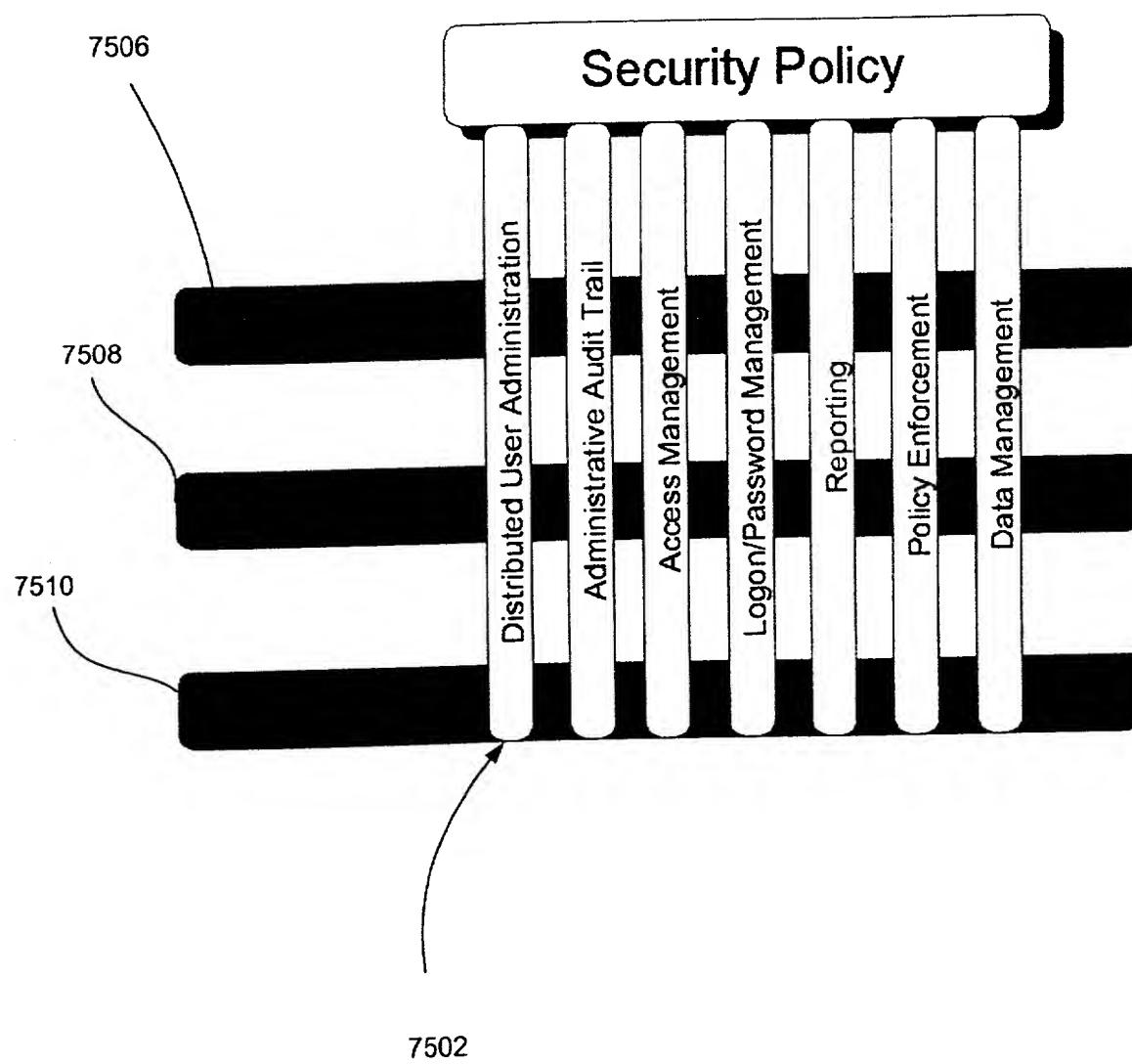
**FIG. 72**

**FIG. 73**

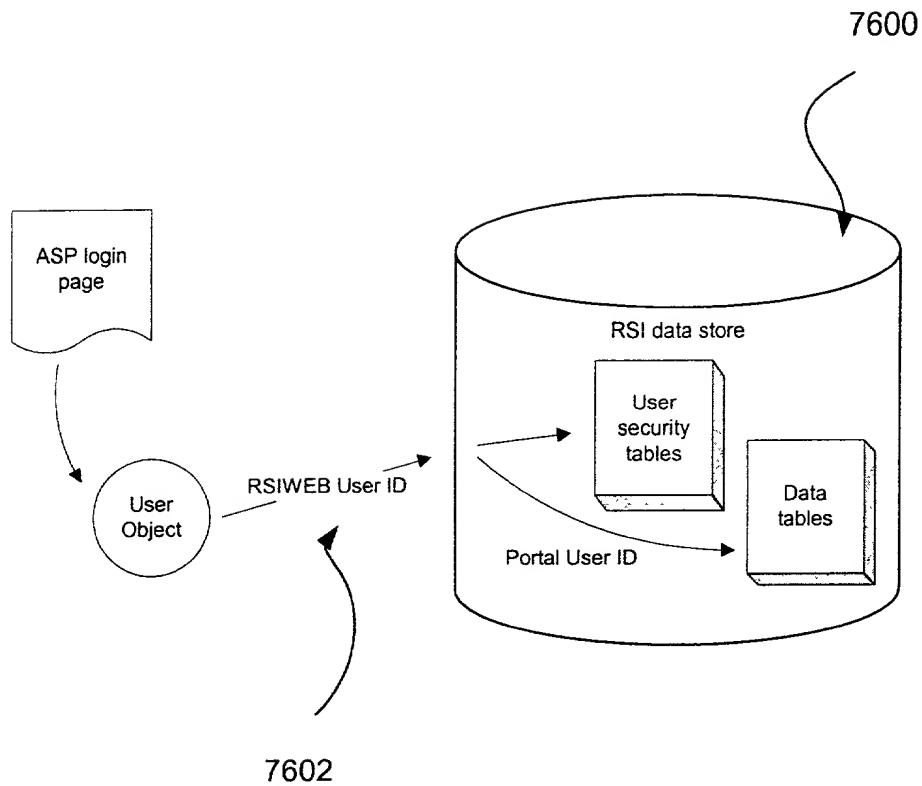


**FIG. 74**



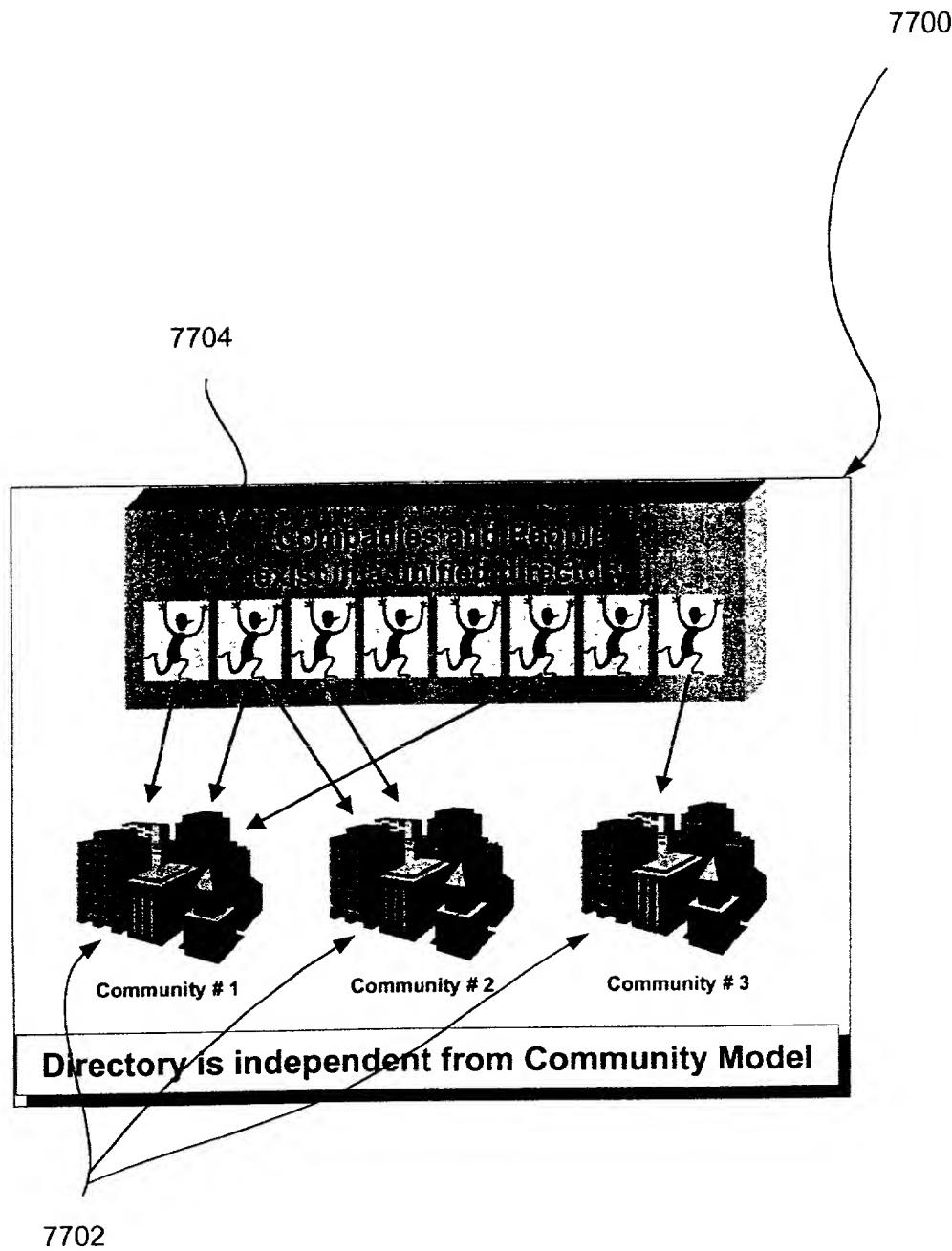


**Fig. 75**



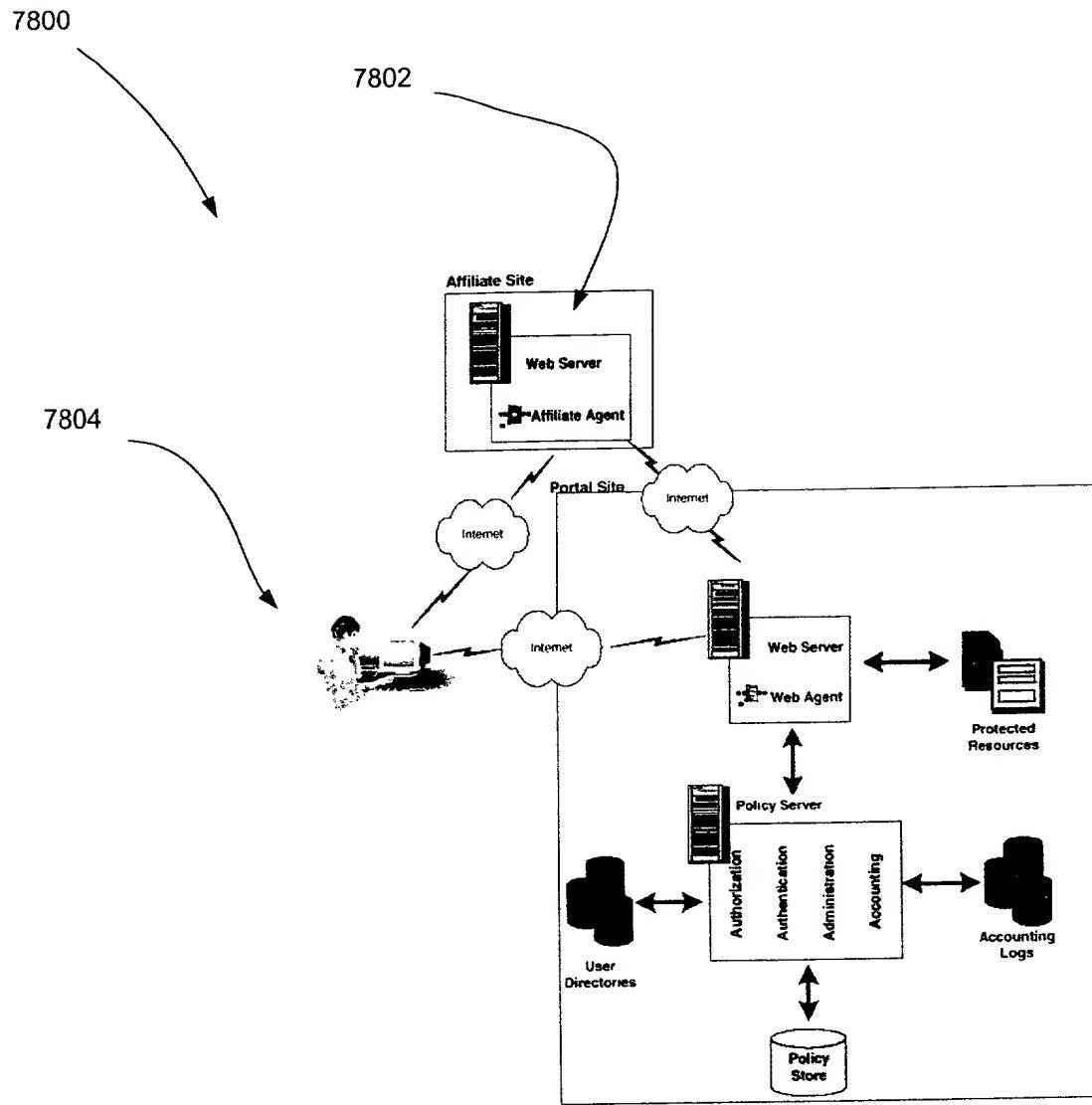
**Fig. 76**

7700  
7704  
7702



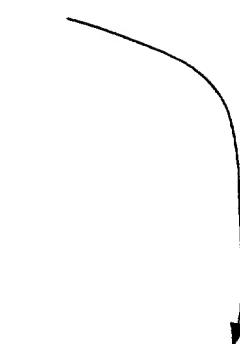
**Fig. 77**





**Fig. 78**

7900



7902

### Policy-Based Web Security Model

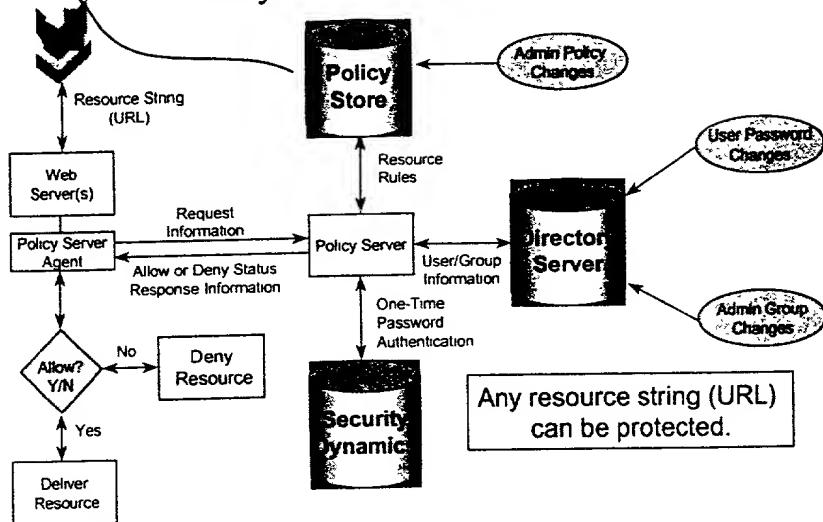
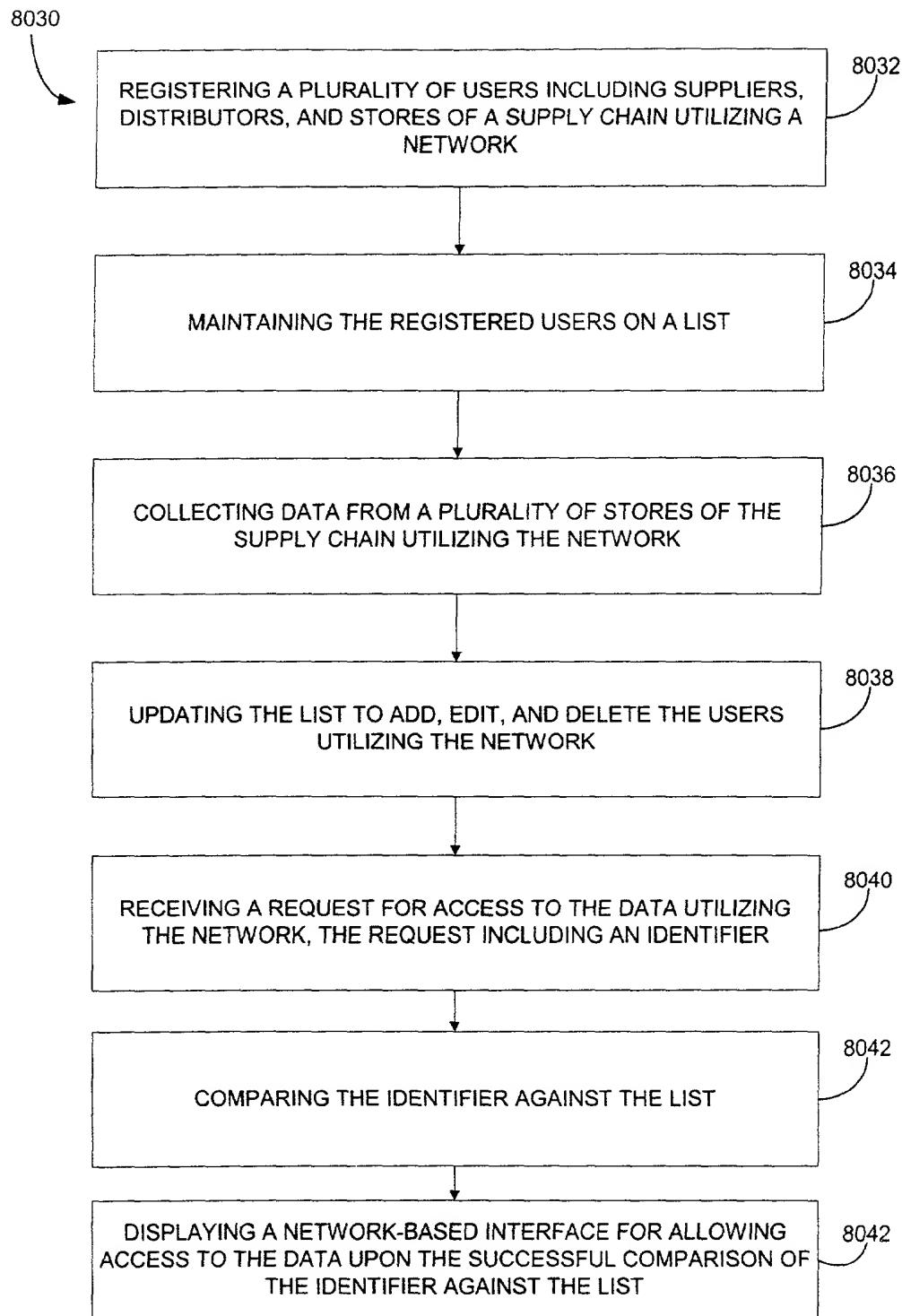
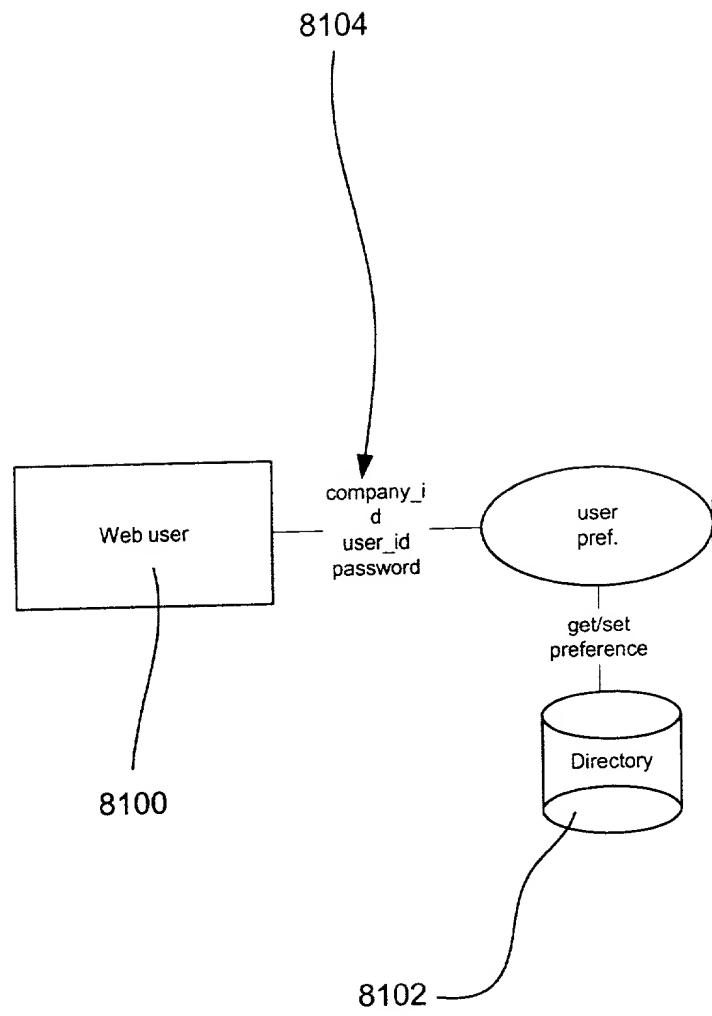
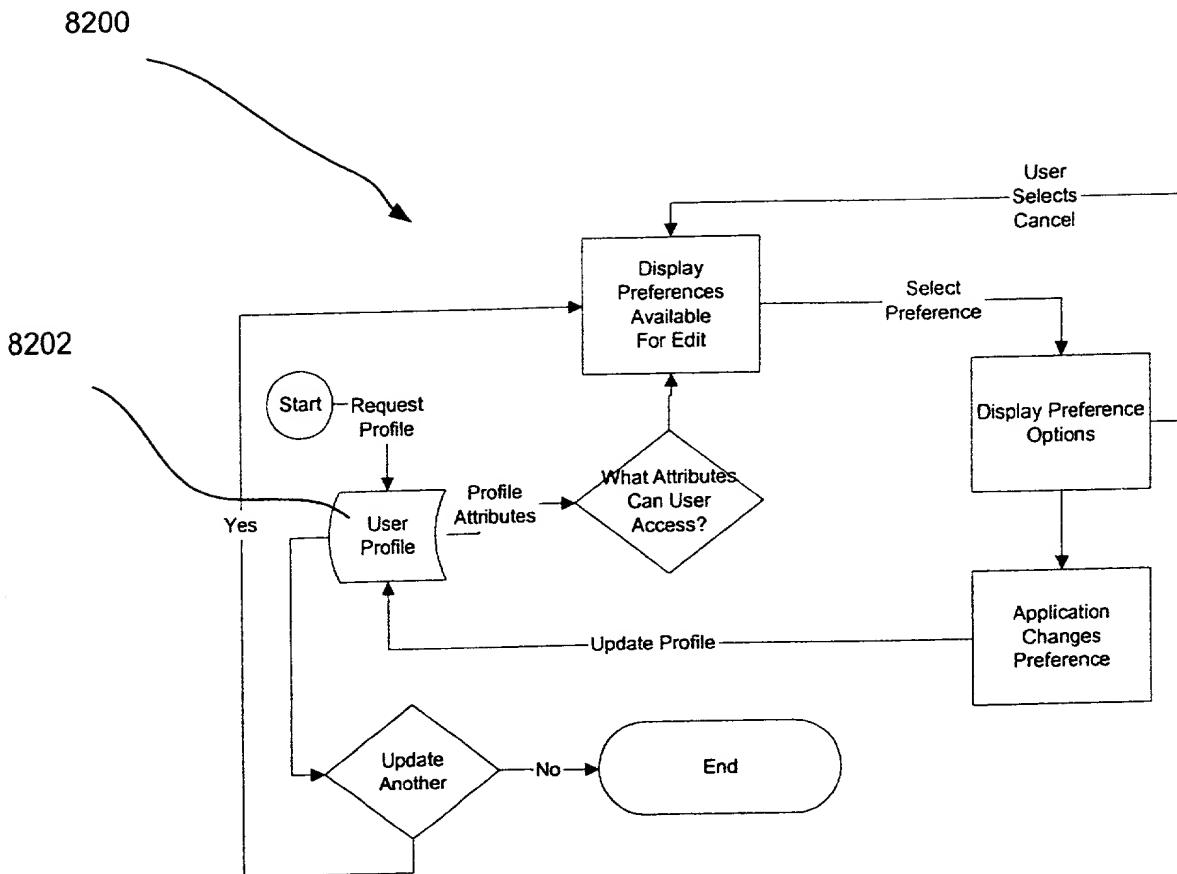


Fig. 79

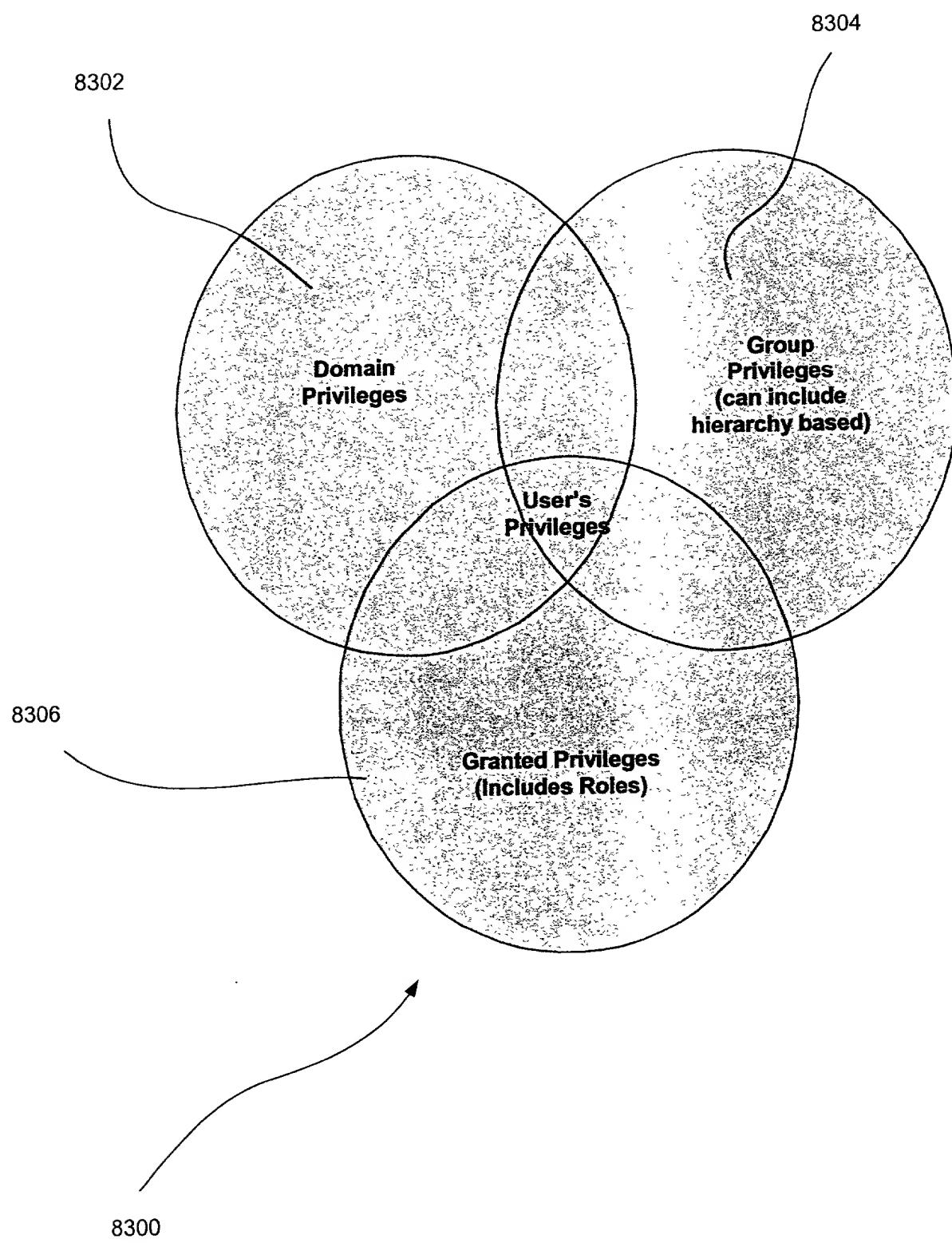
**FIG. 80**



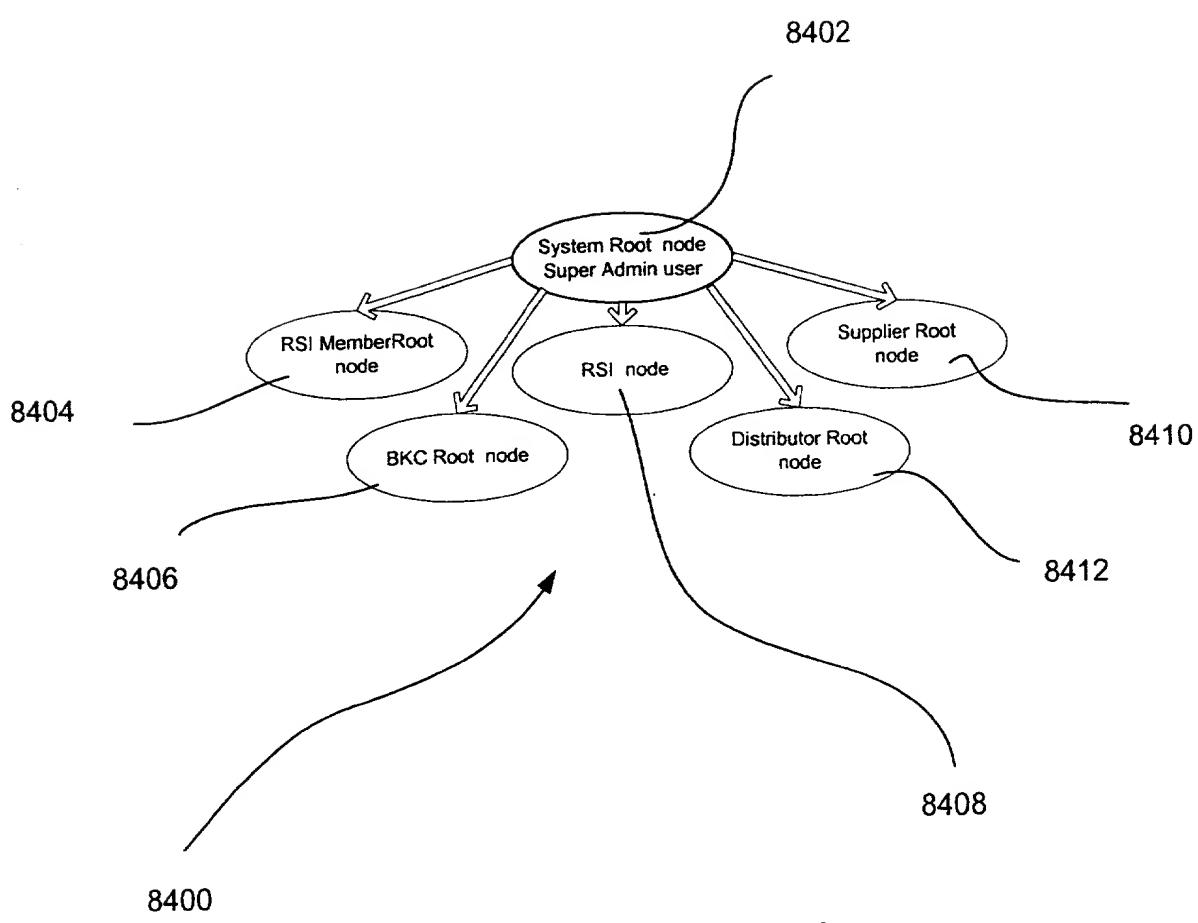
**Fig. 81**



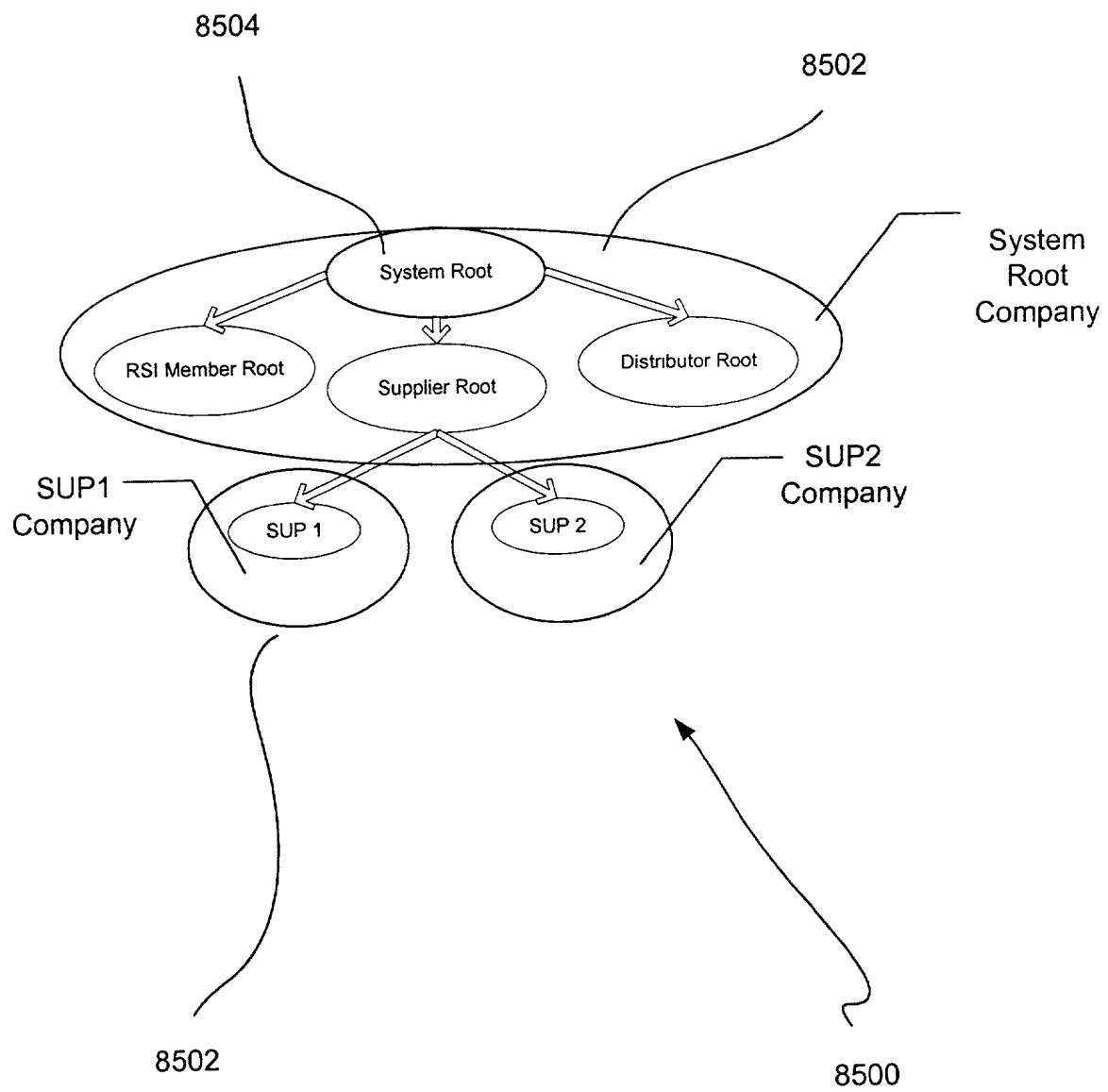
**Fig. 82**



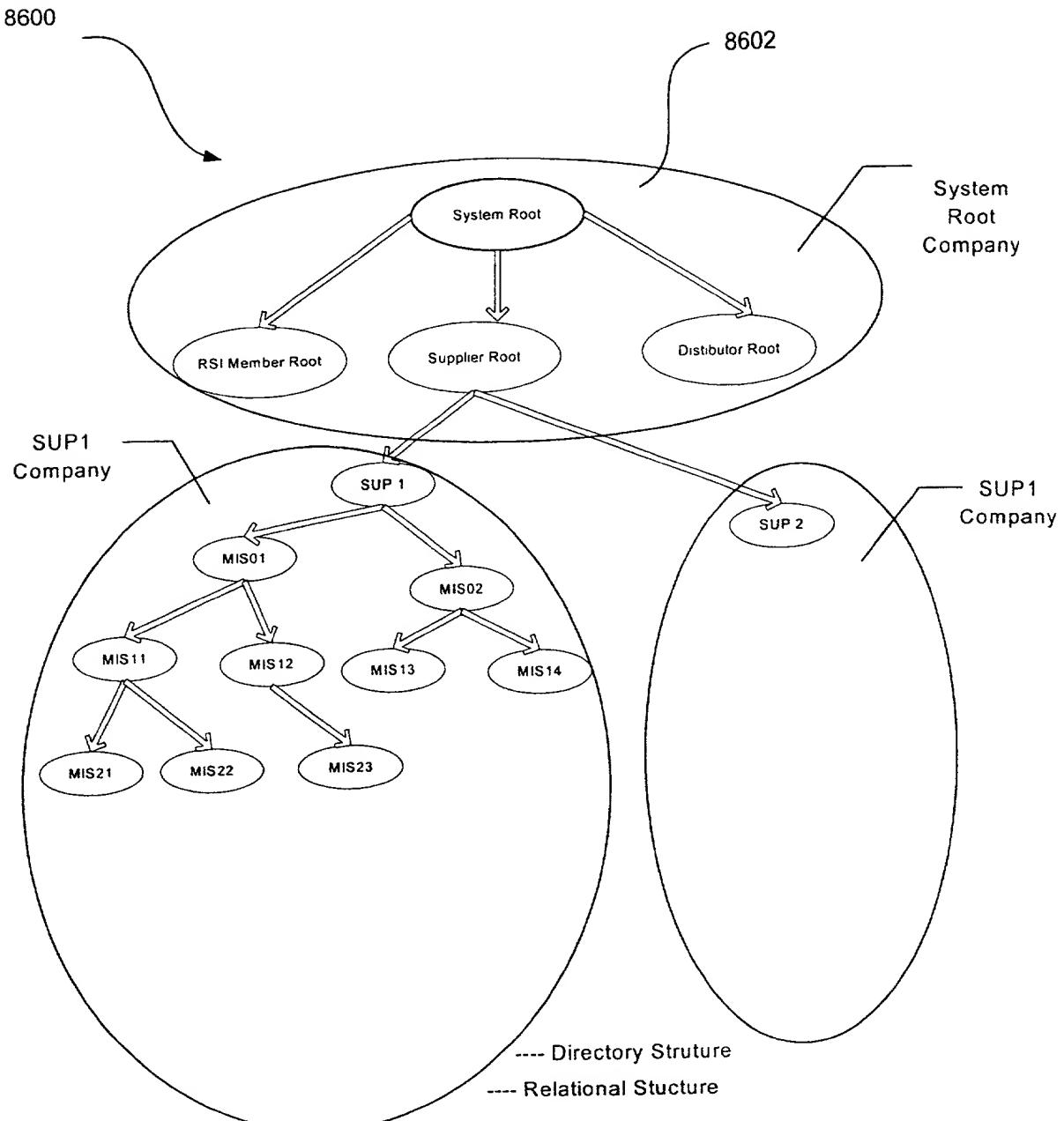
**Fig. 83**



**Fig. 84**

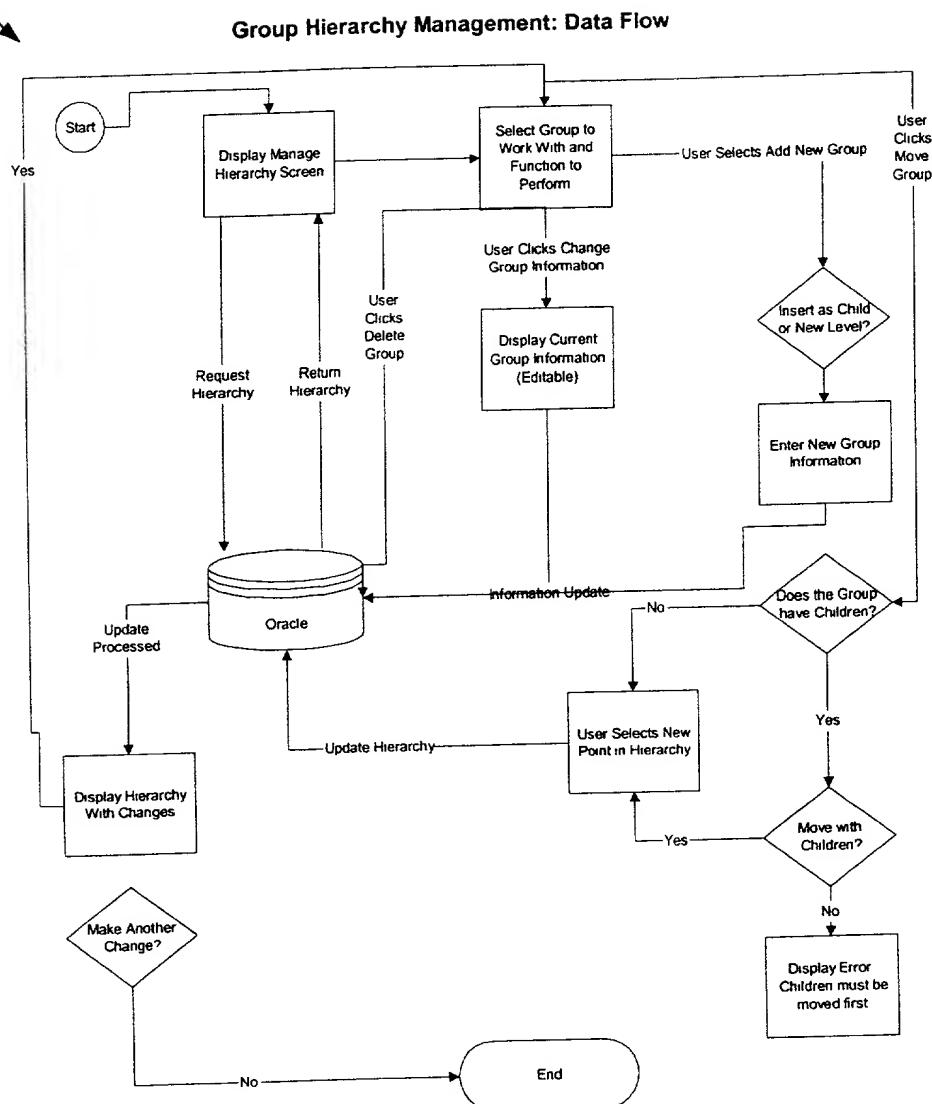


**Fig. 85**

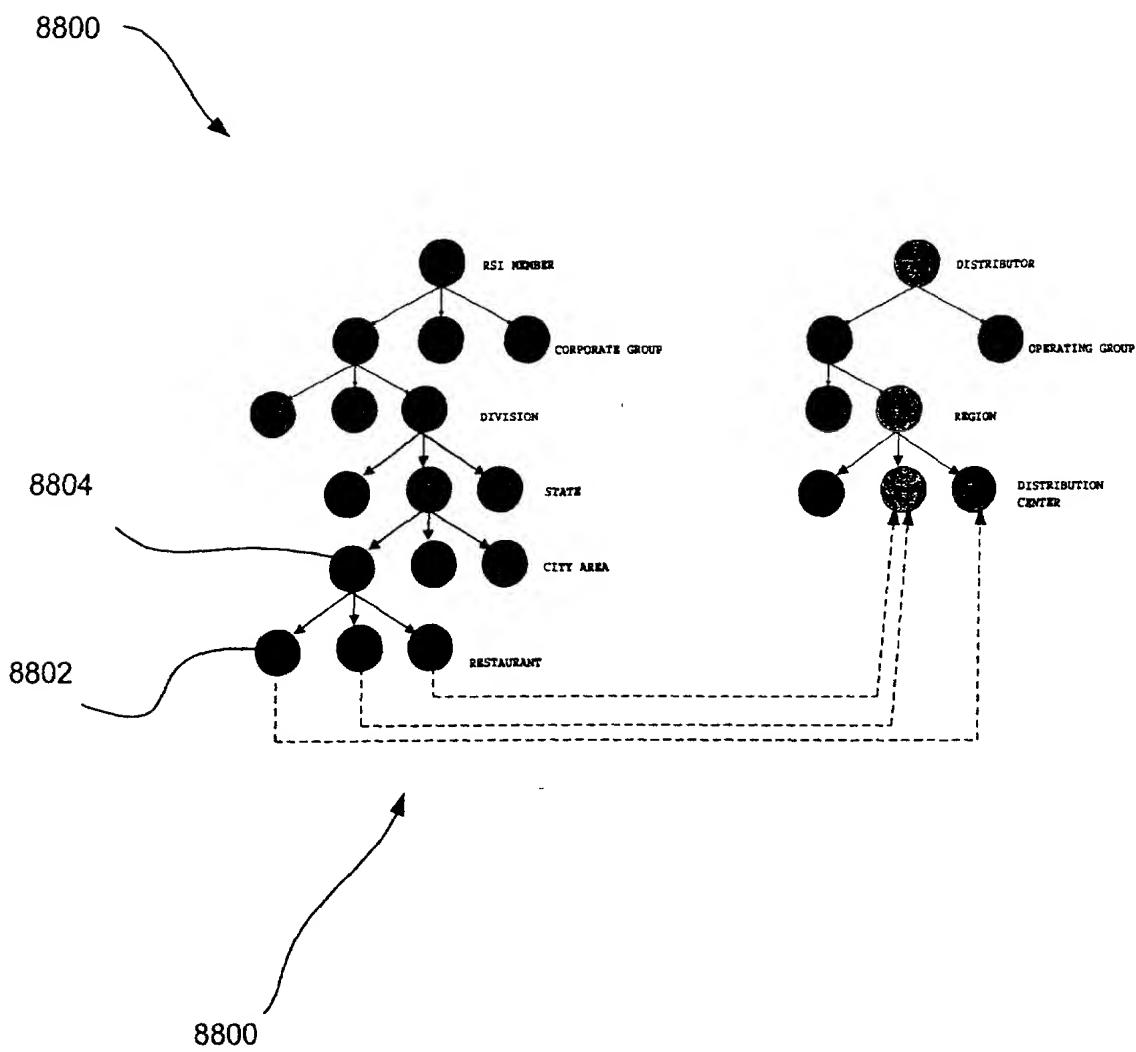


**Fig. 86**

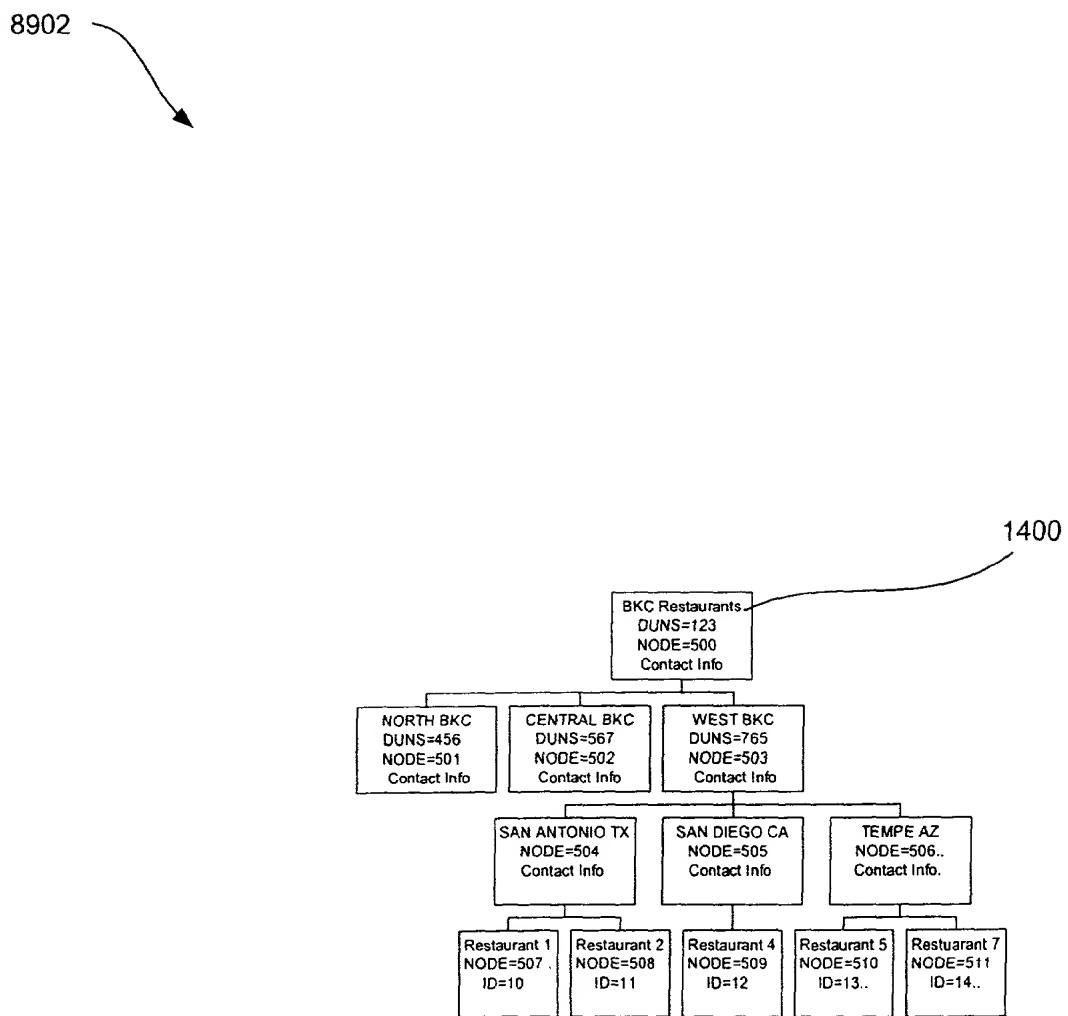
8700



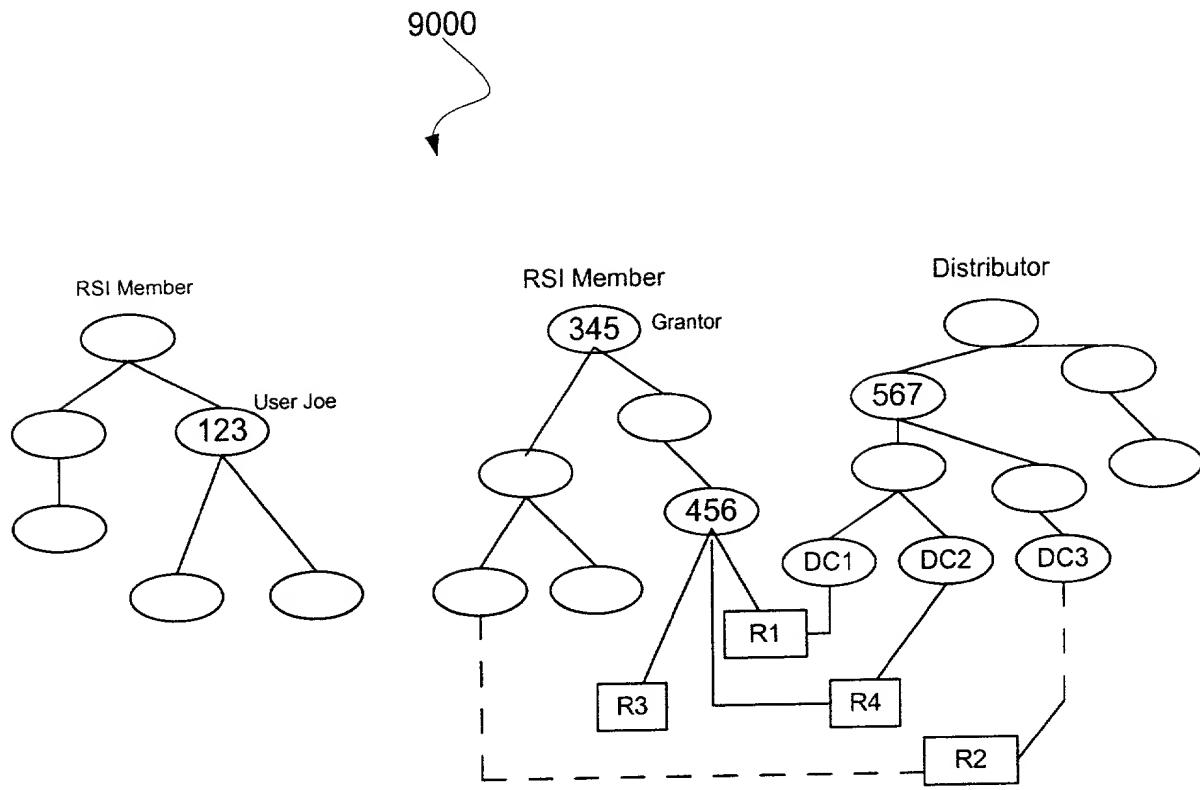
**Fig. 87**



**Fig. 88**



**Fig. 89**



**FIG. 90**

9100

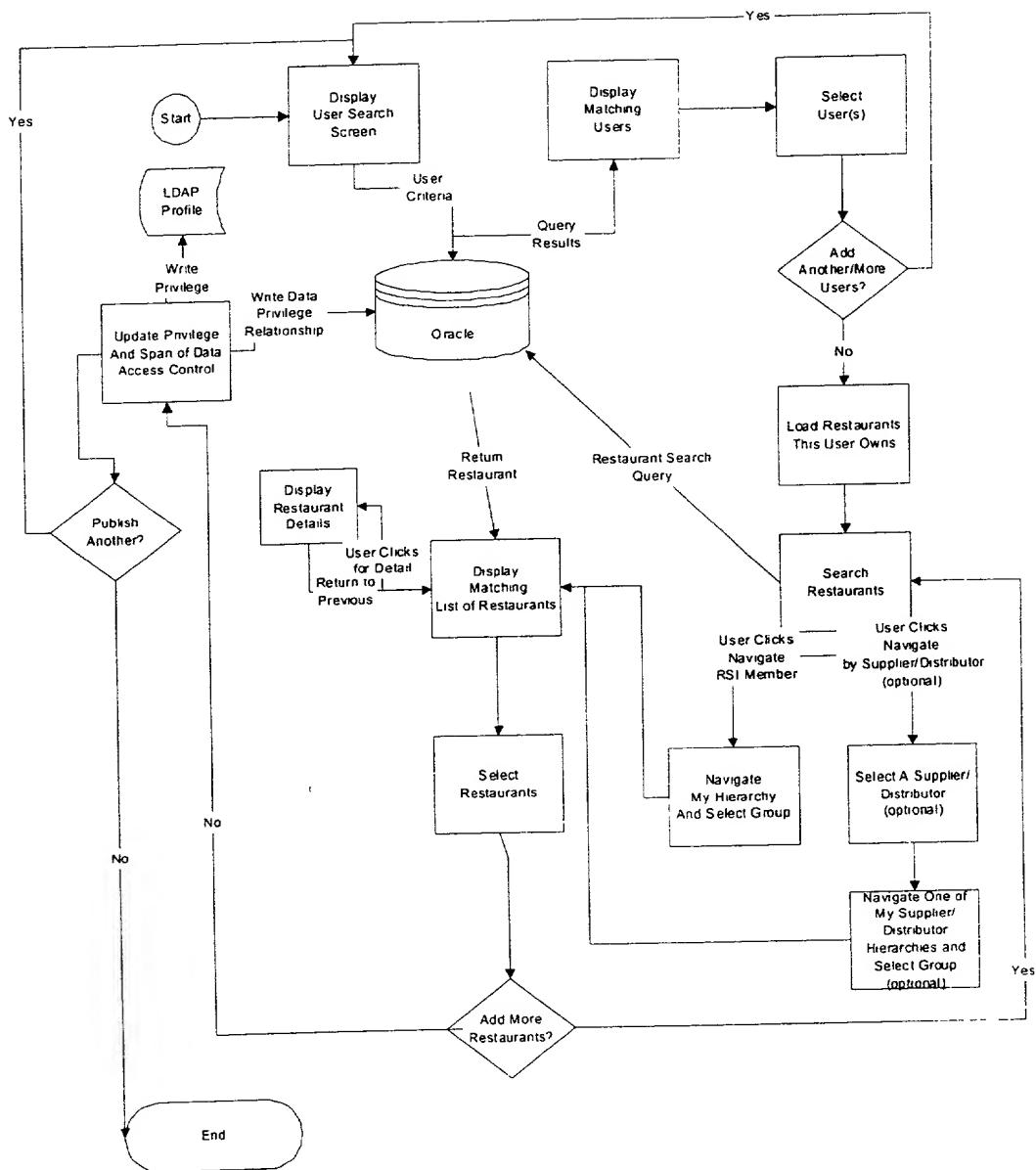
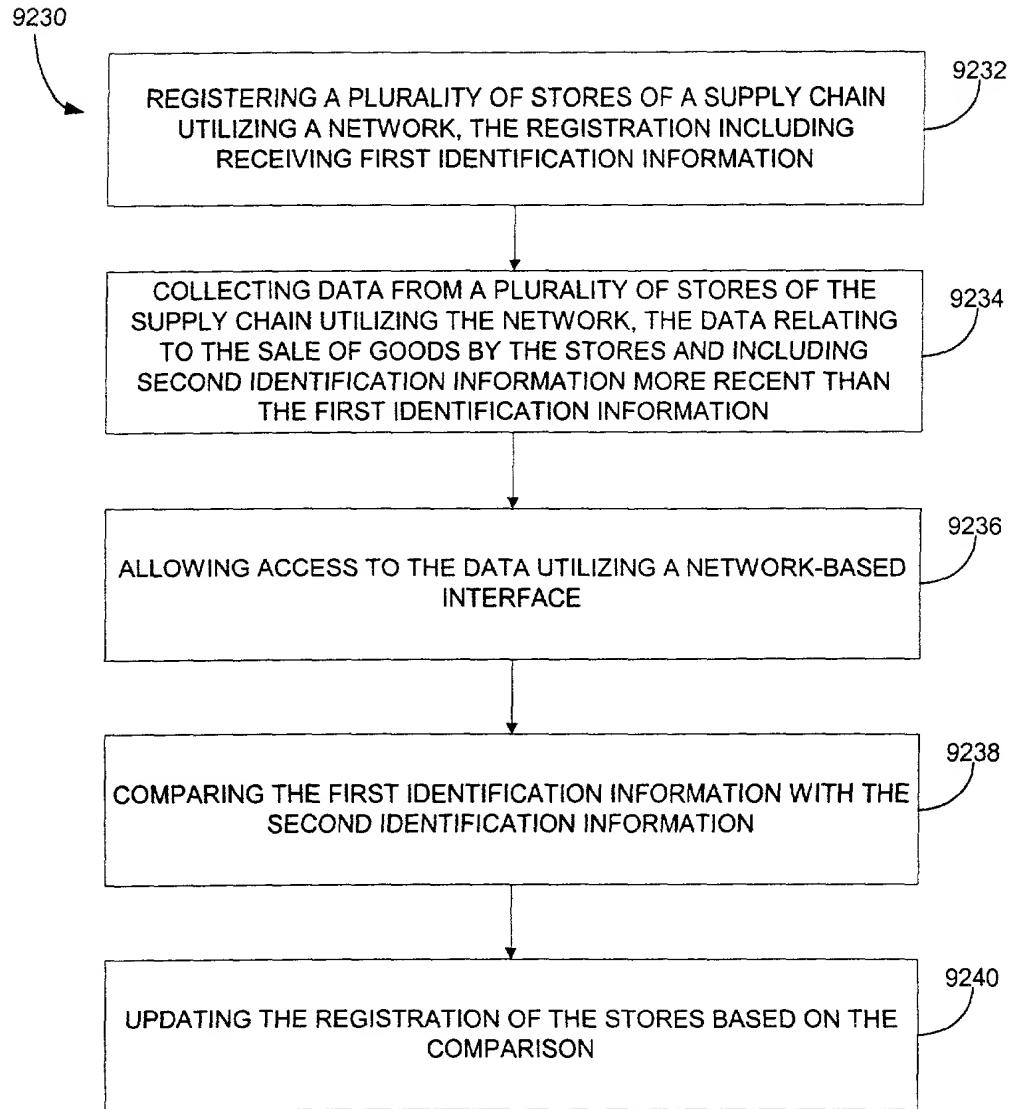
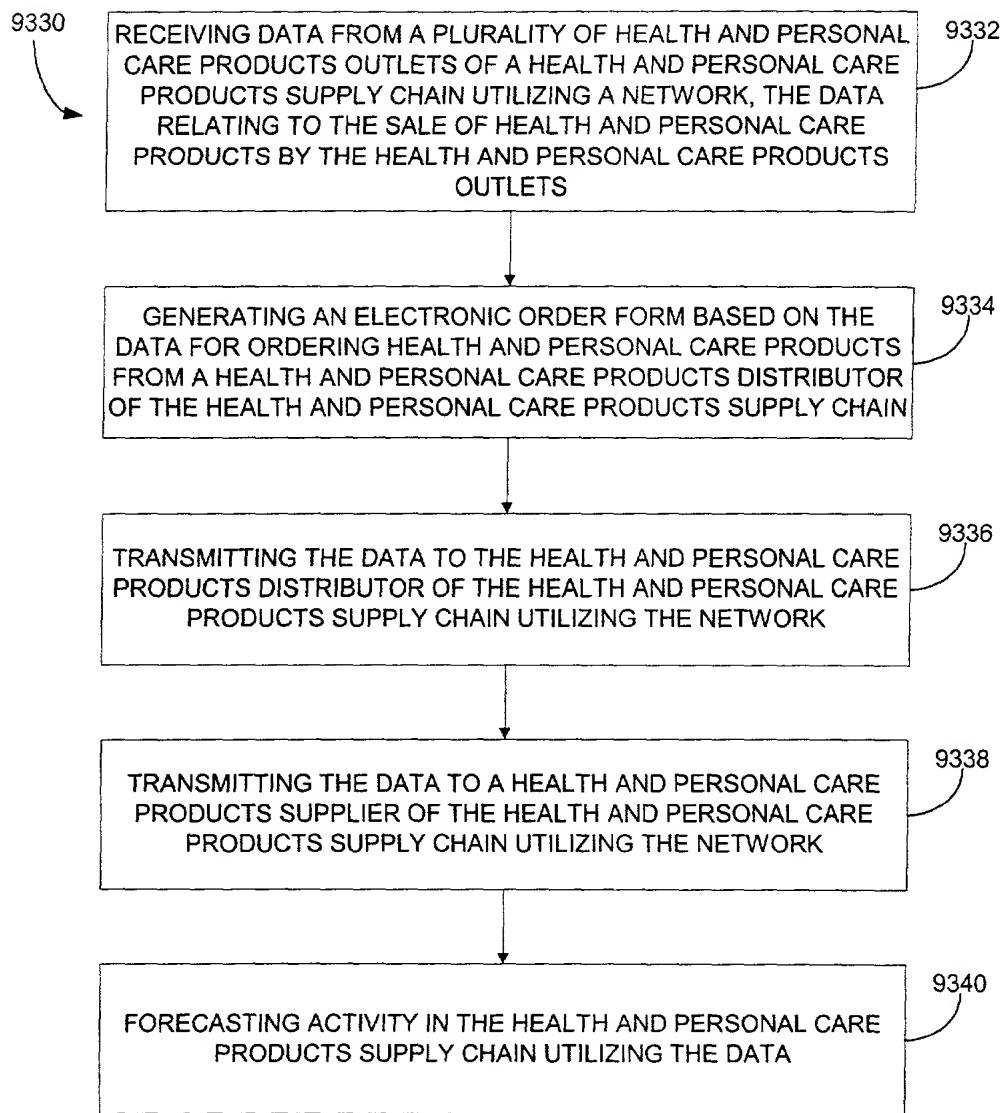


Fig. 91

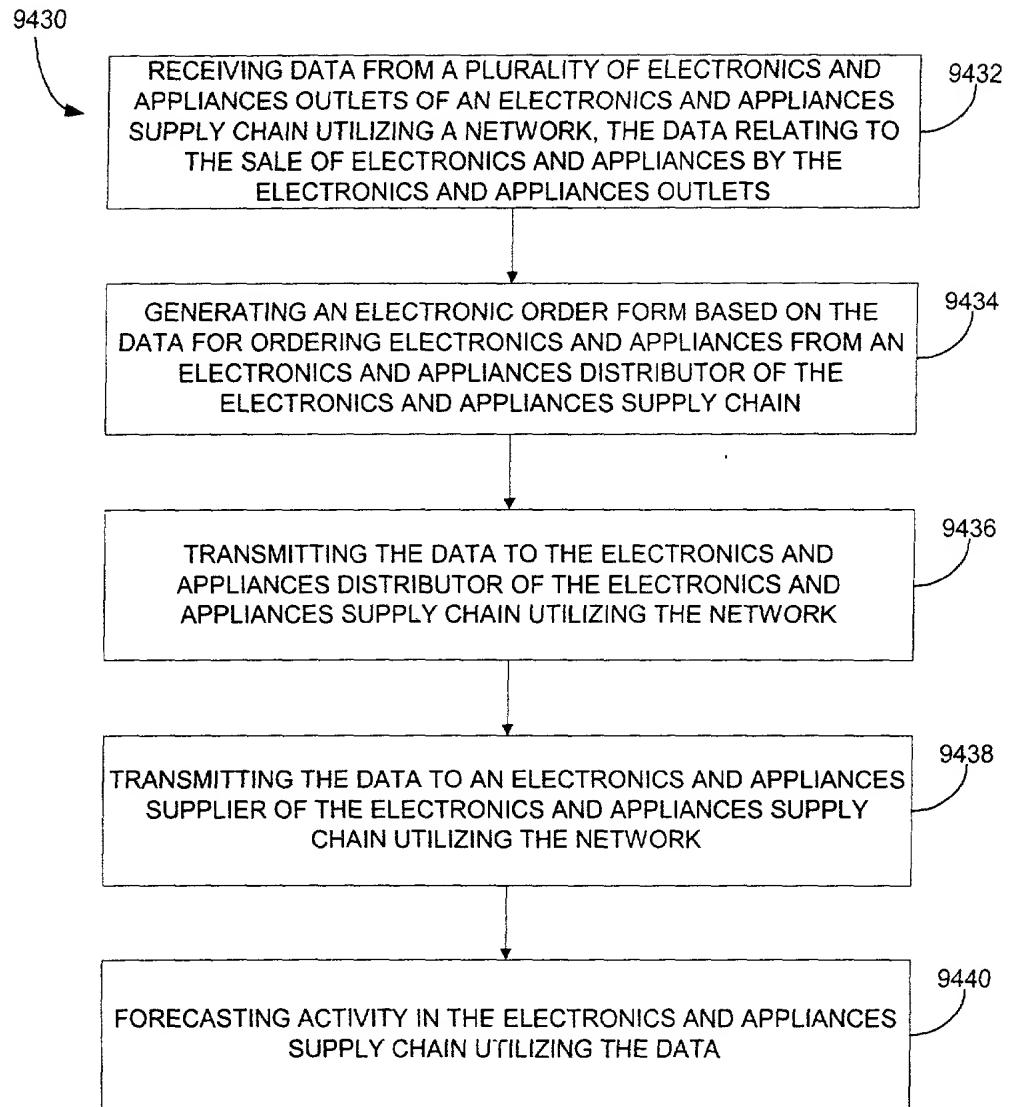


**FIG. 92**

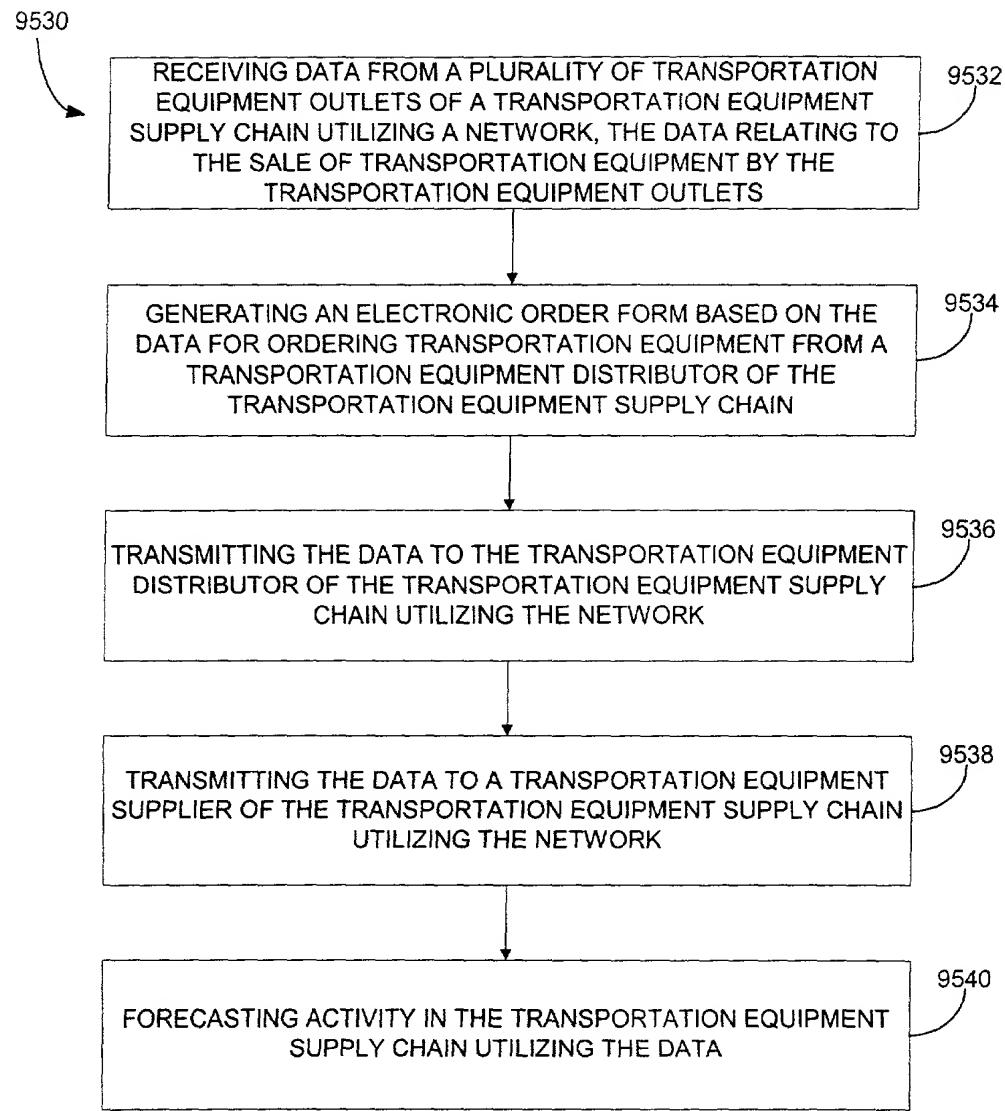
9330 9332  
9334  
9336  
9338  
9340



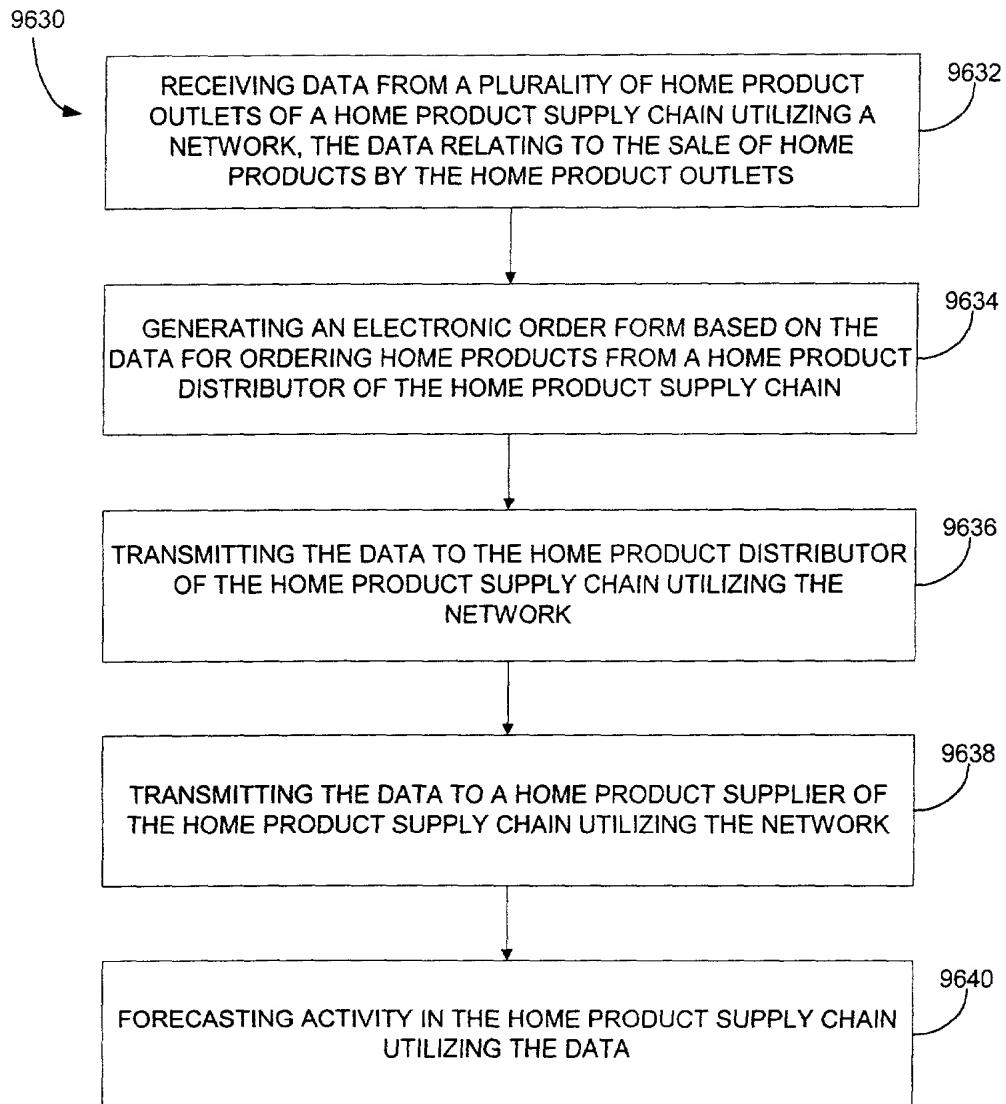
**FIG. 93**



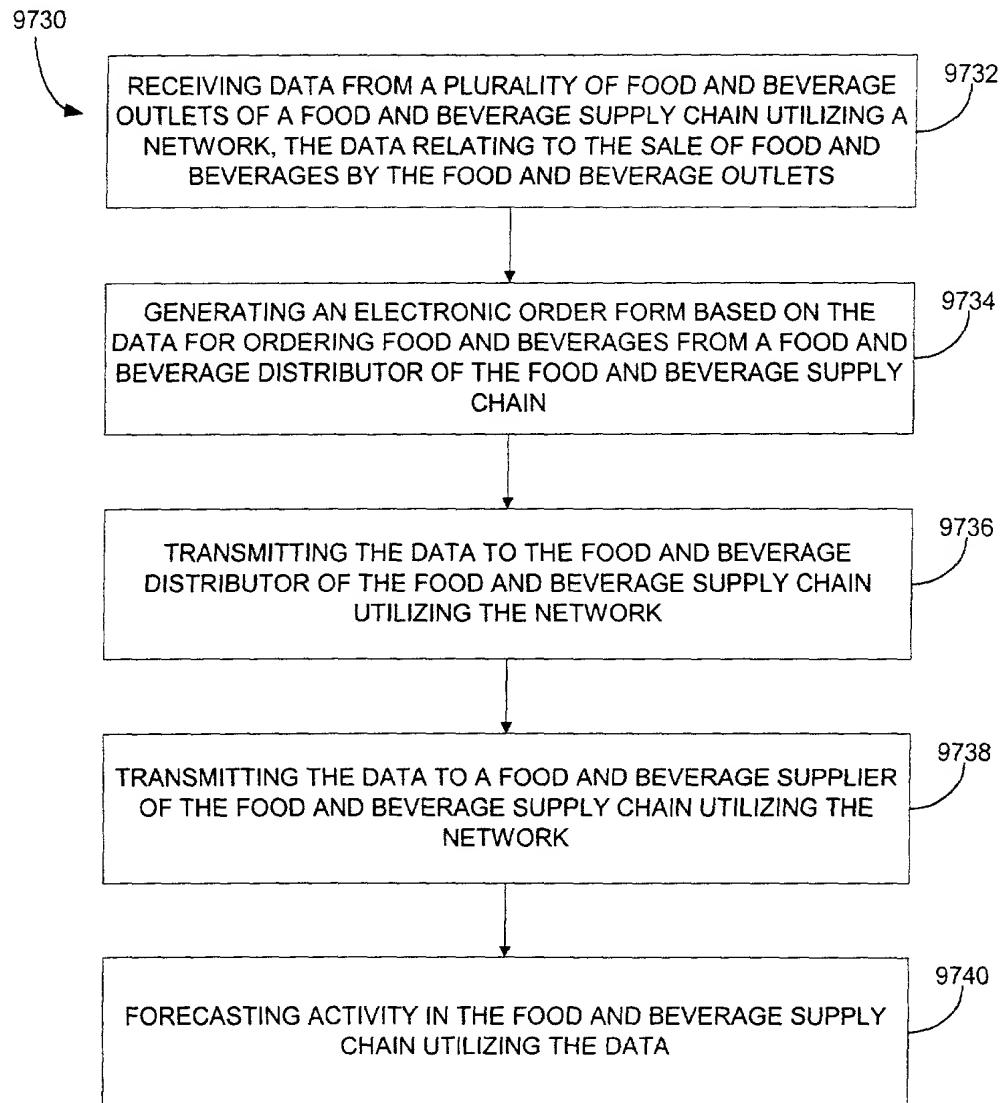
**FIG. 94**



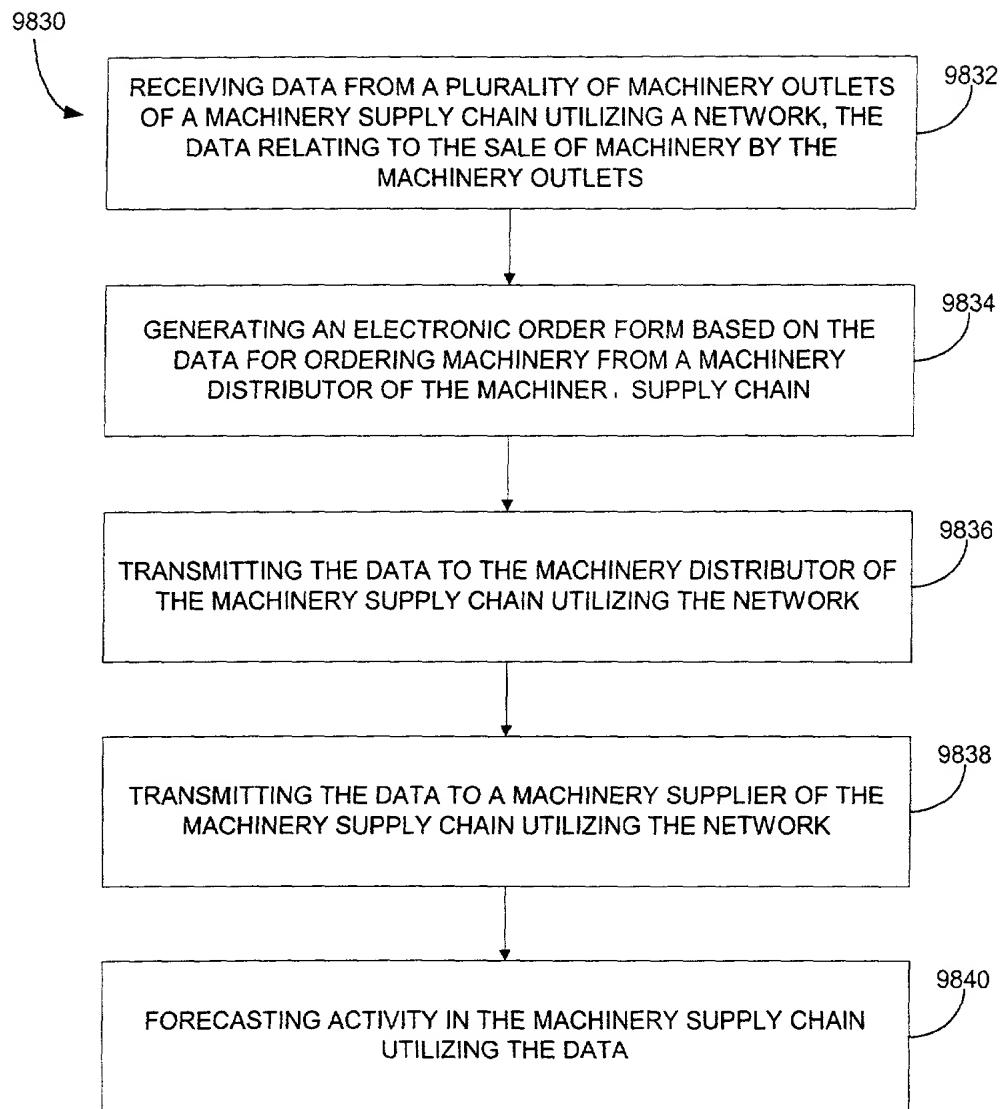
**FIG. 95**



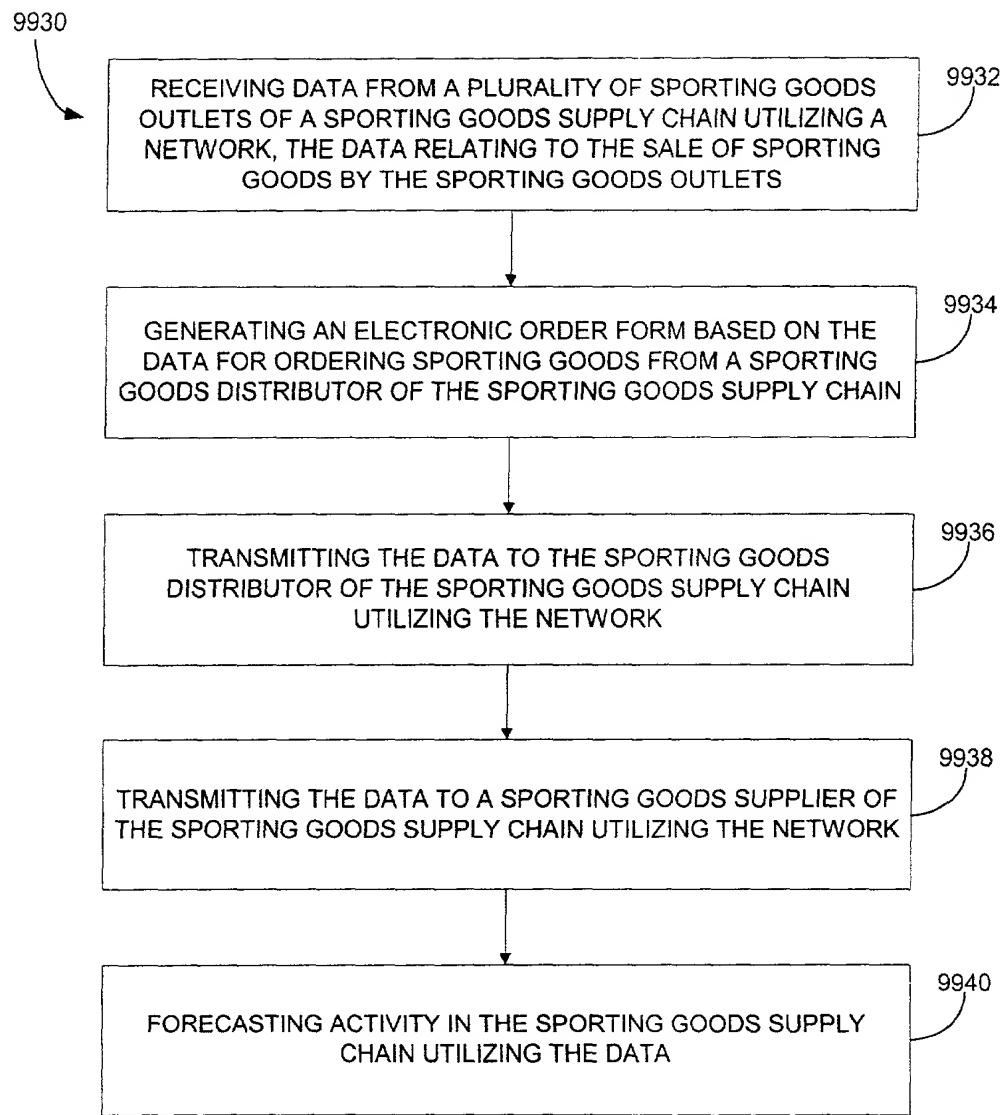
**FIG. 96**



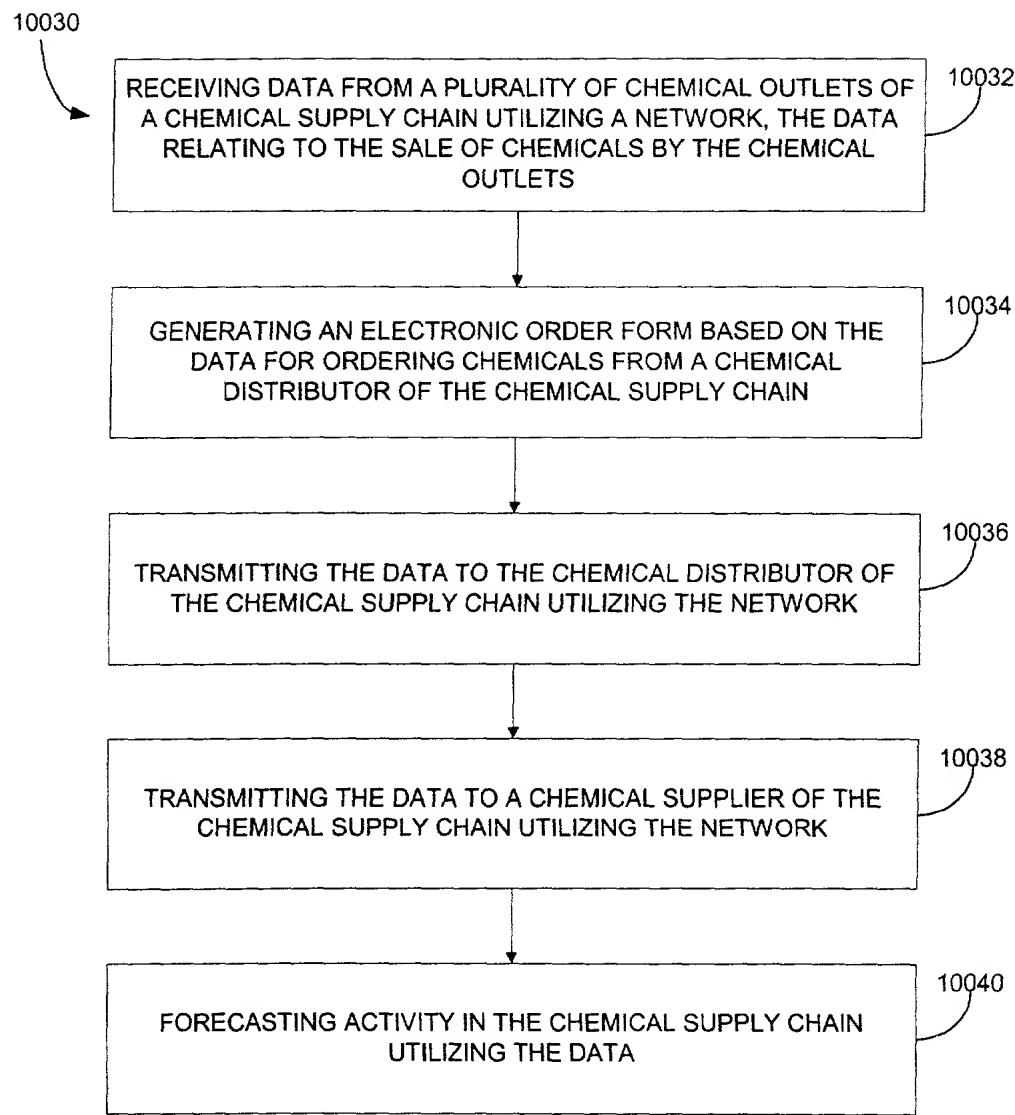
**FIG. 97**



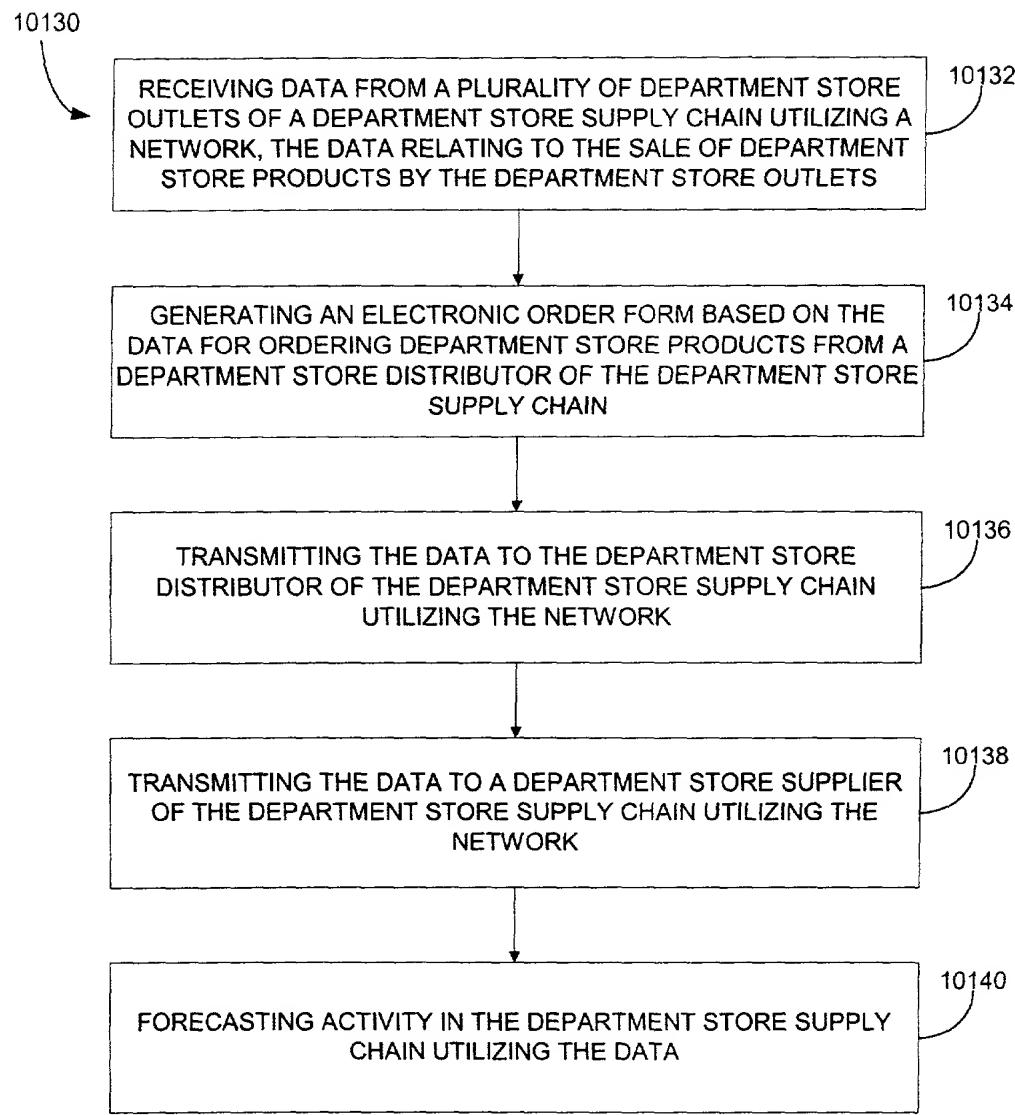
**FIG. 98**



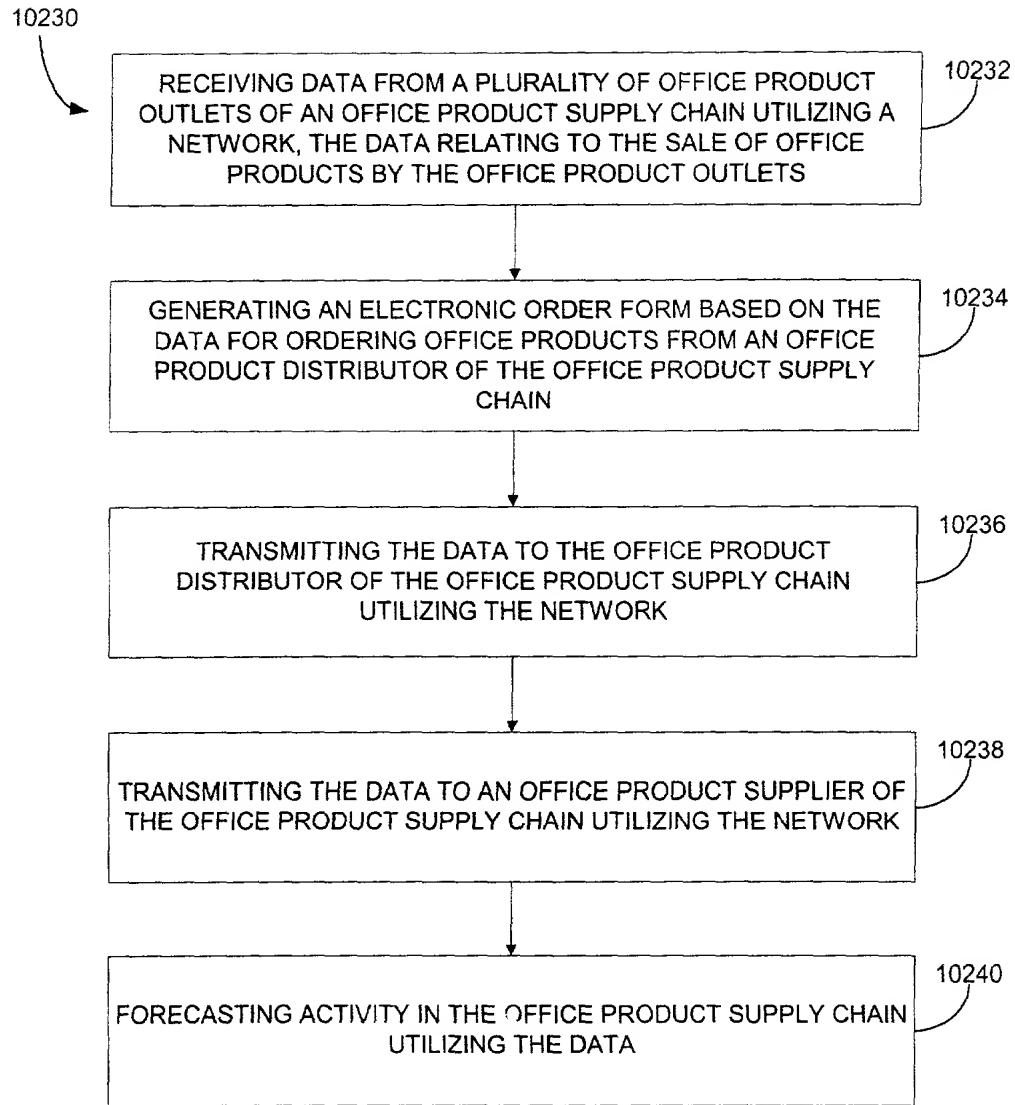
**FIG. 99**



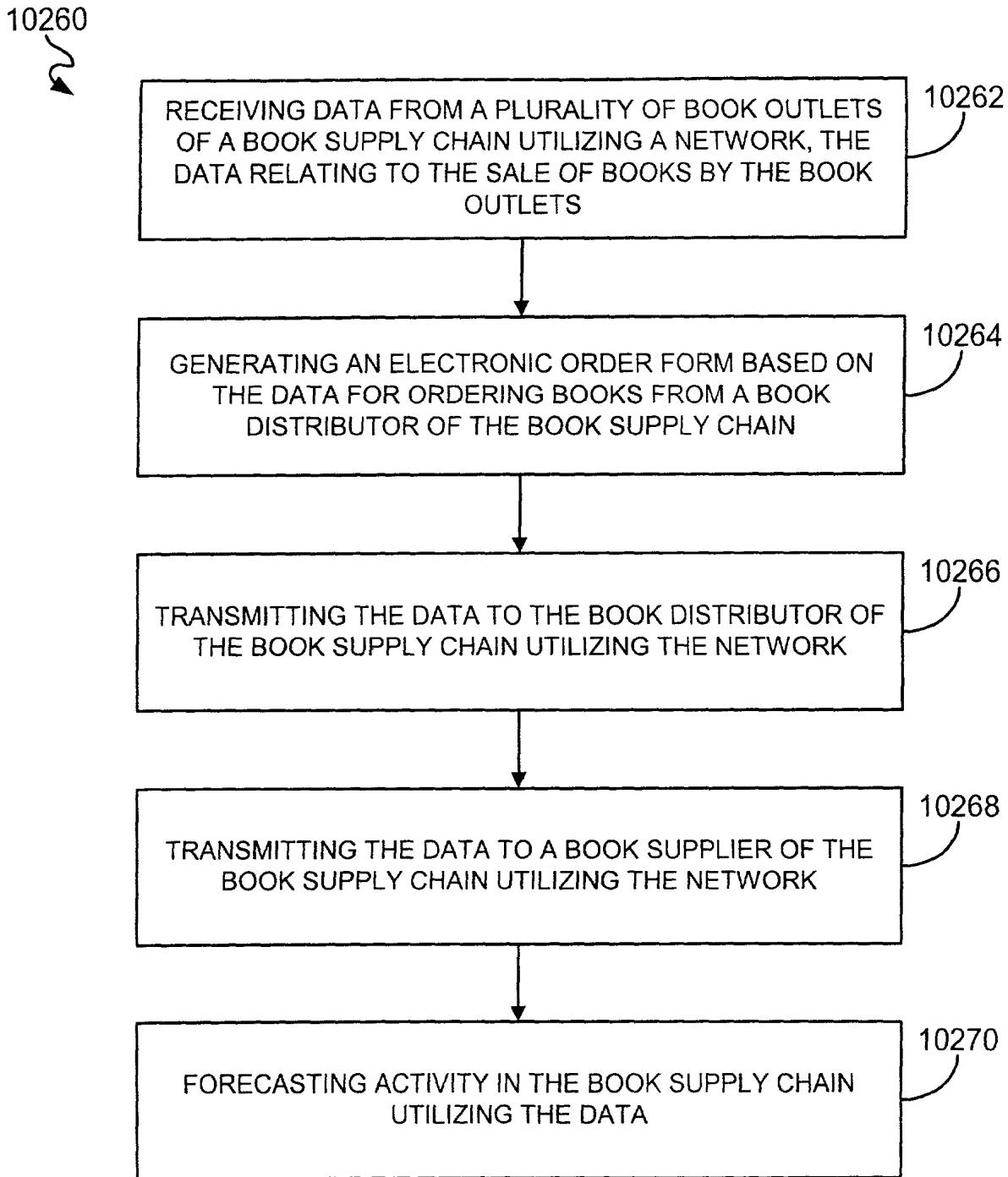
**FIG. 100**



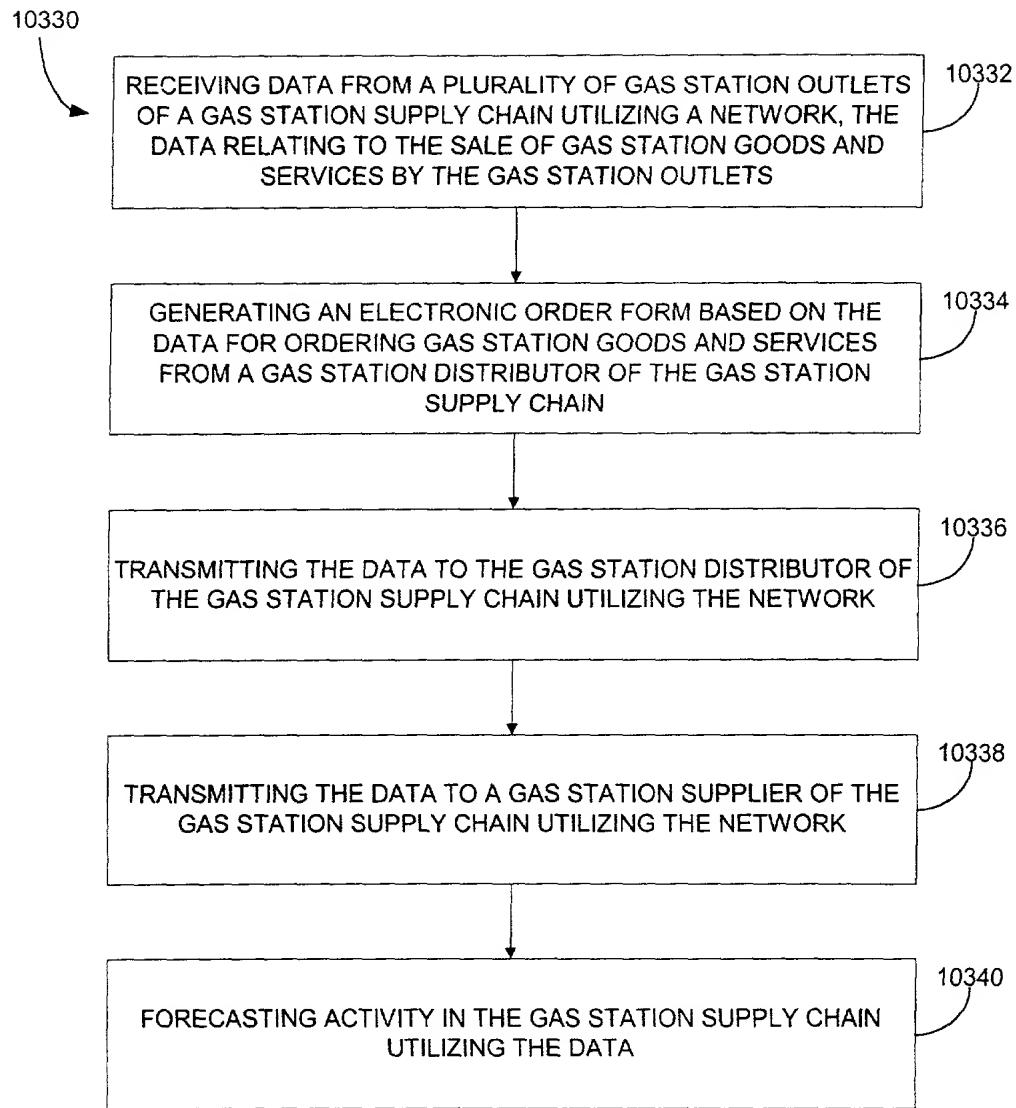
**FIG. 101**



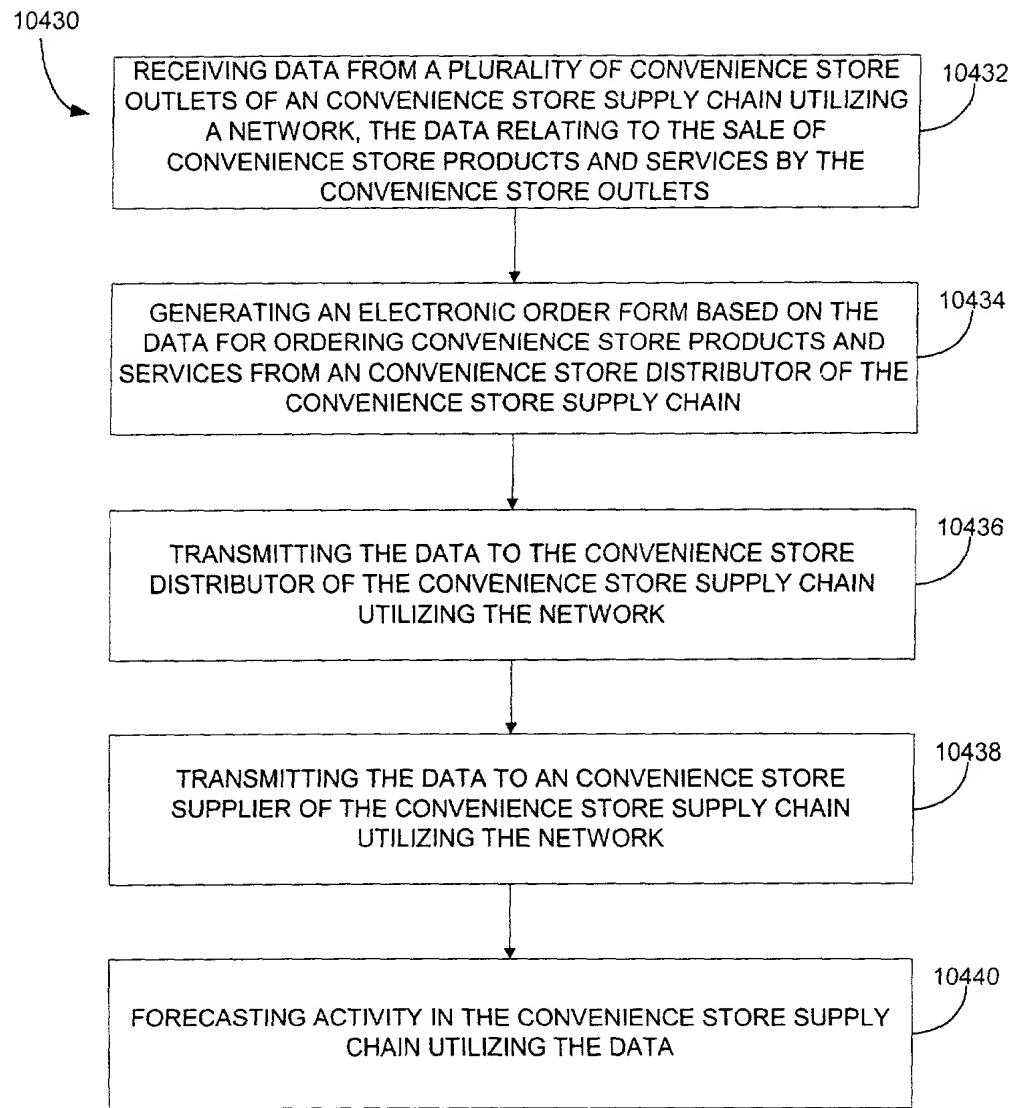
**FIG. 102A**



**FIG. 102B**

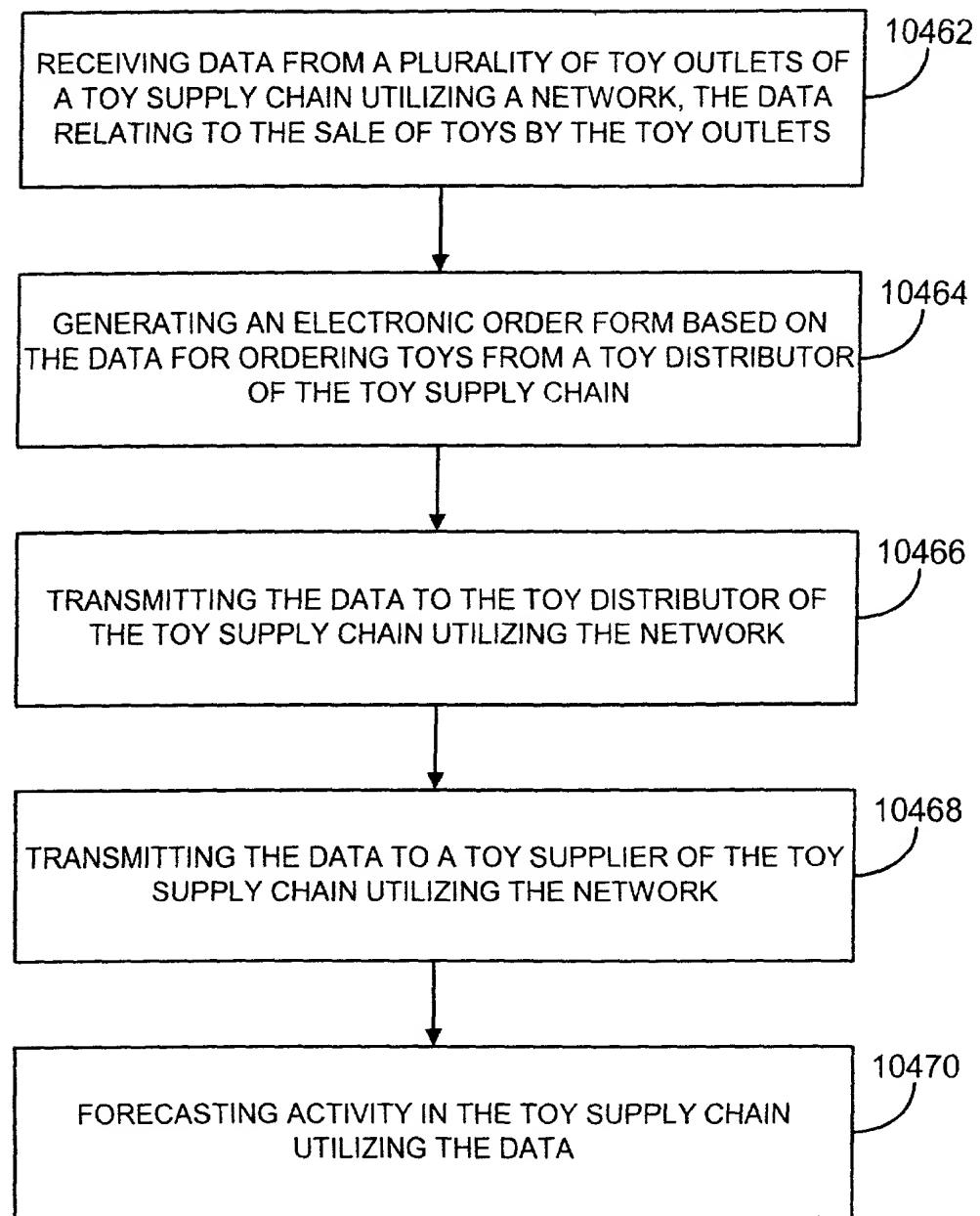


**FIG. 103**

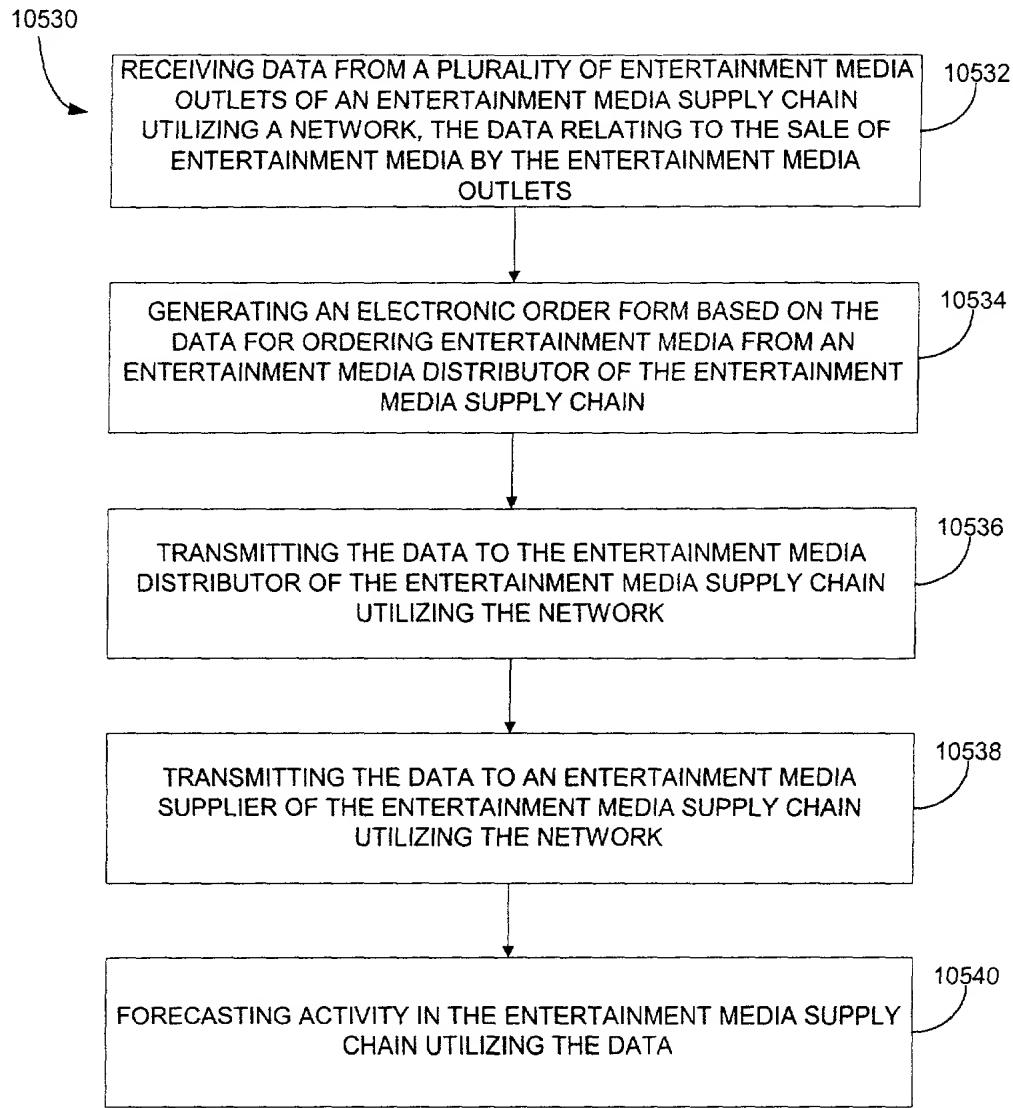


**FIG. 104A**

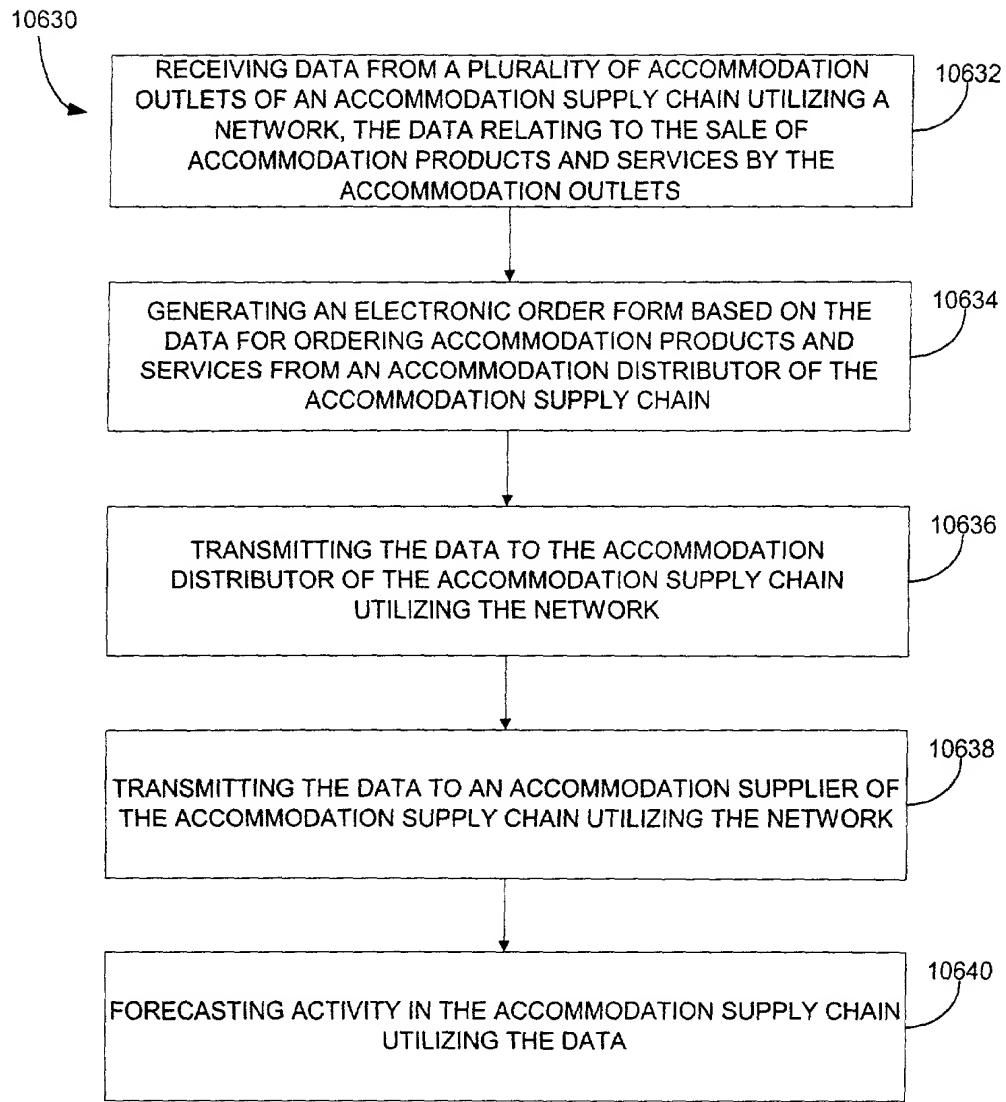
10460  
10462  
10464  
10466  
10468  
10470



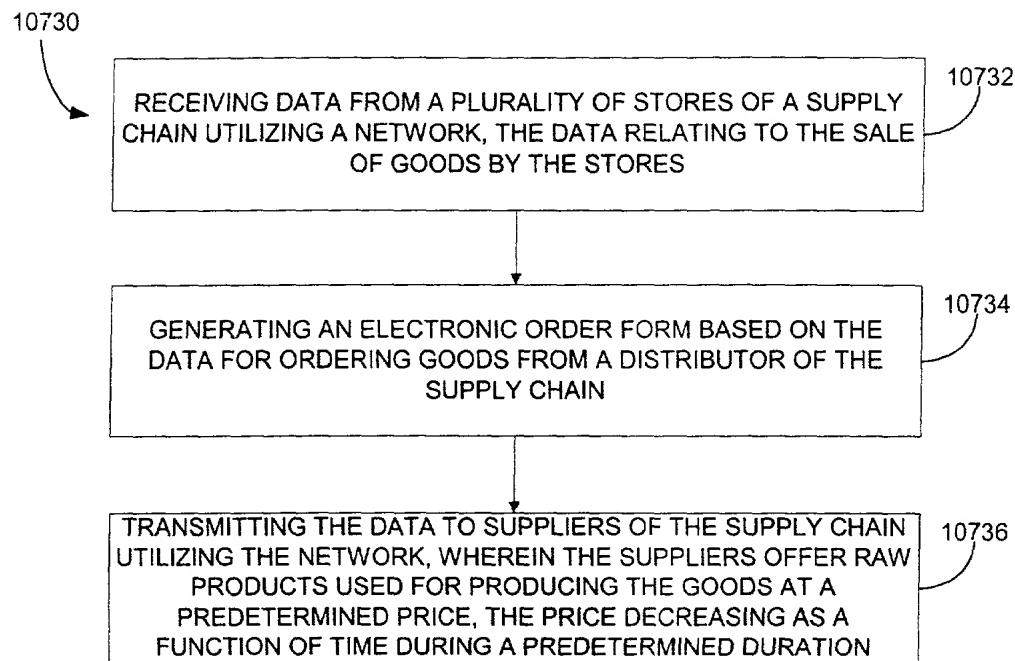
**FIG. 104B**



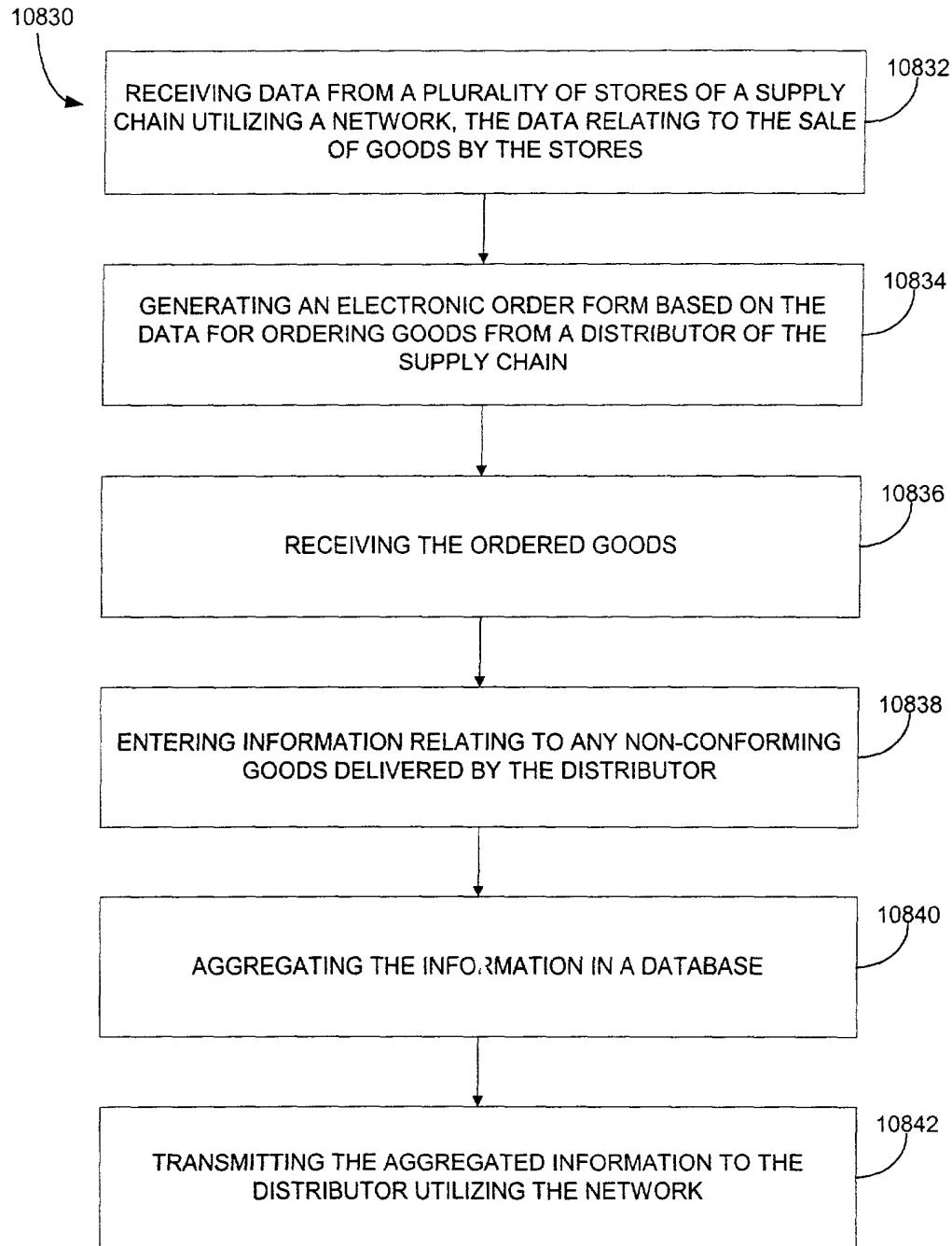
**FIG. 105**



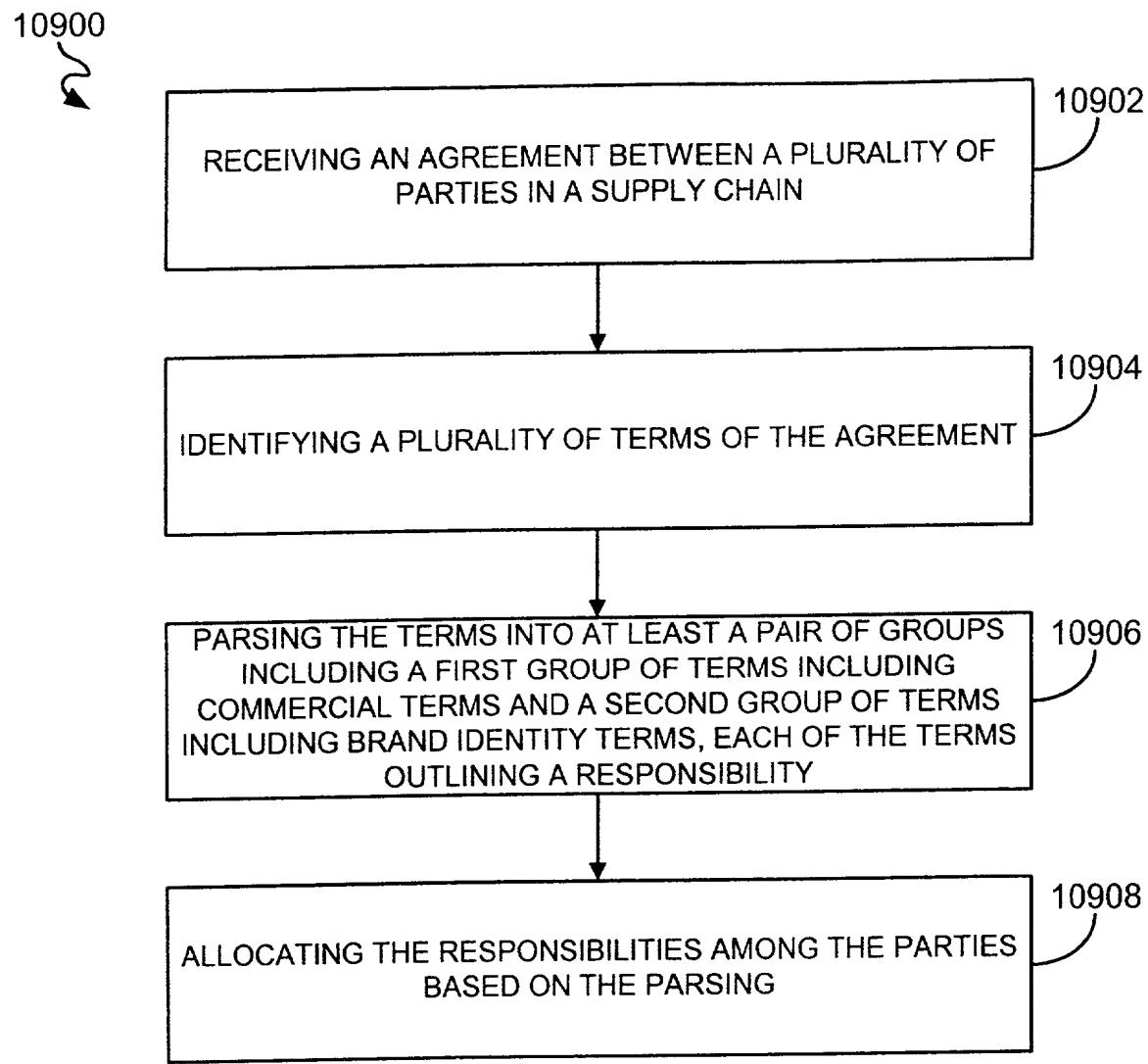
**FIG. 106**



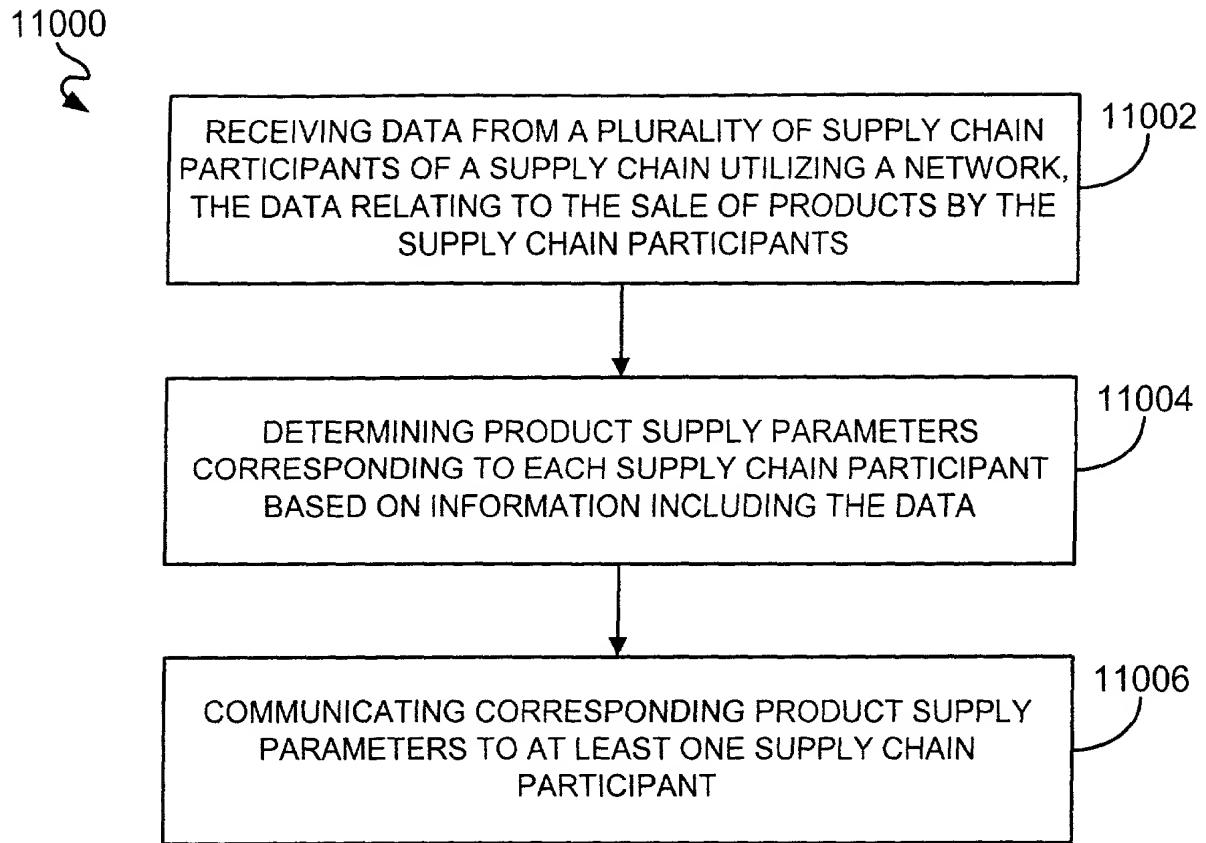
**FIG. 107**



**FIG. 108**

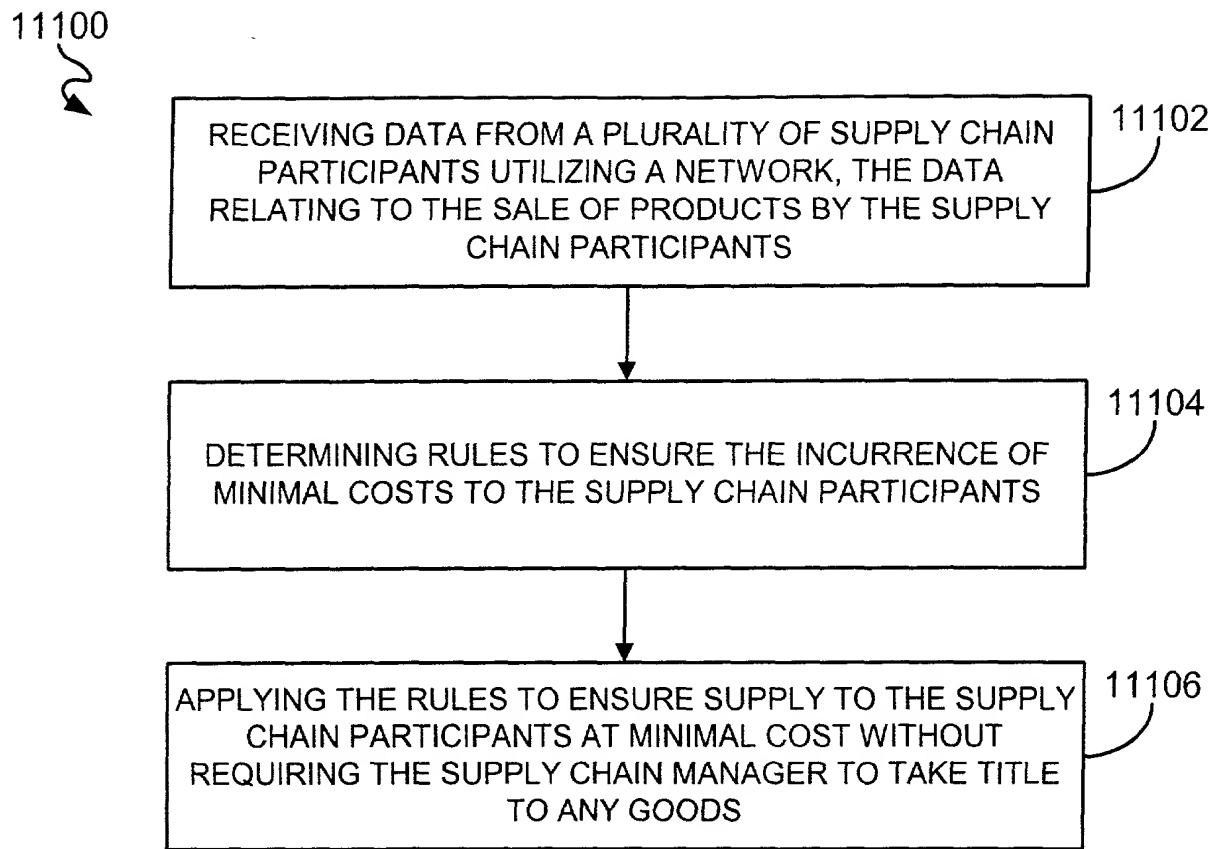


**FIG. 109**

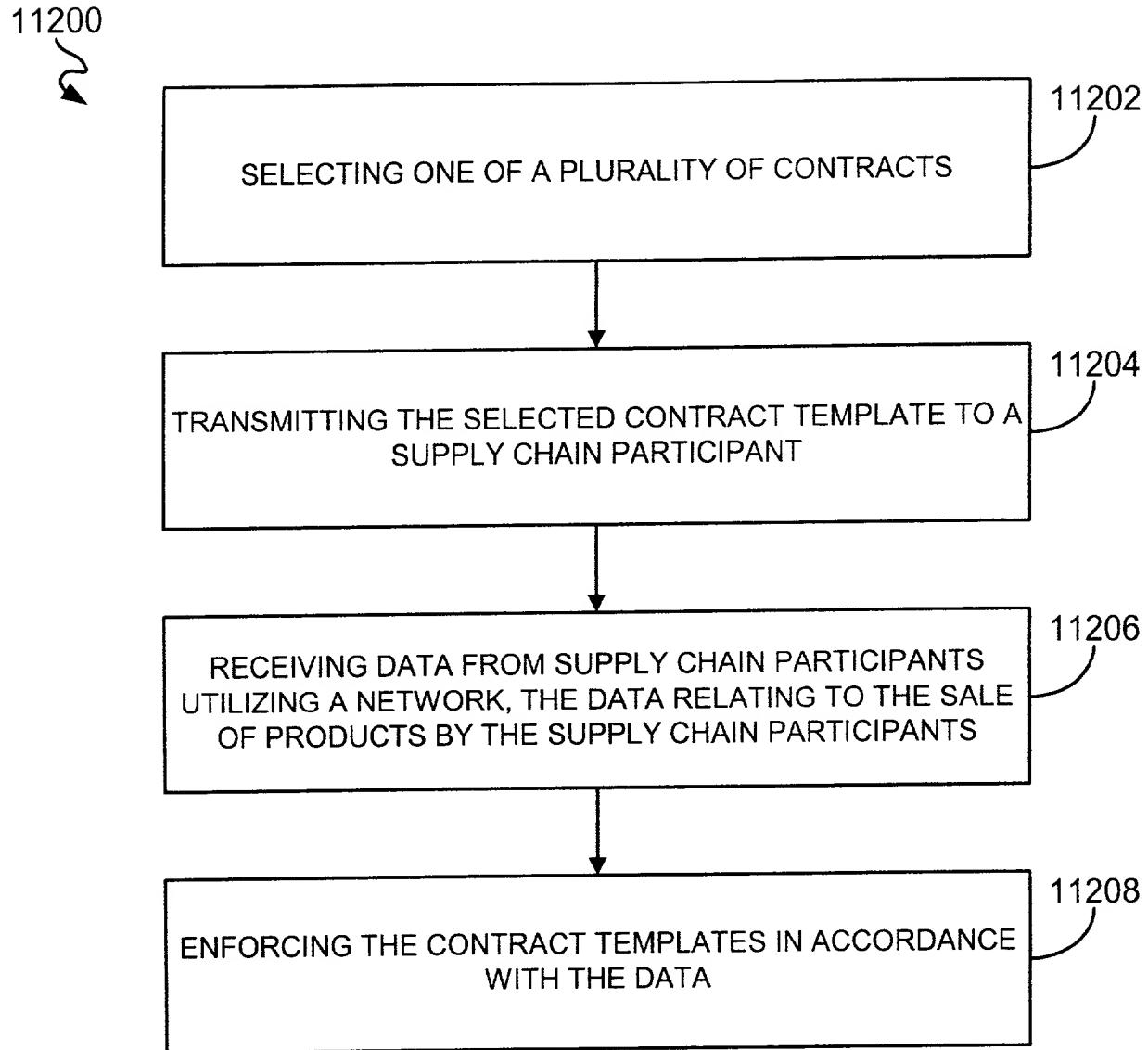


**FIG. 110**

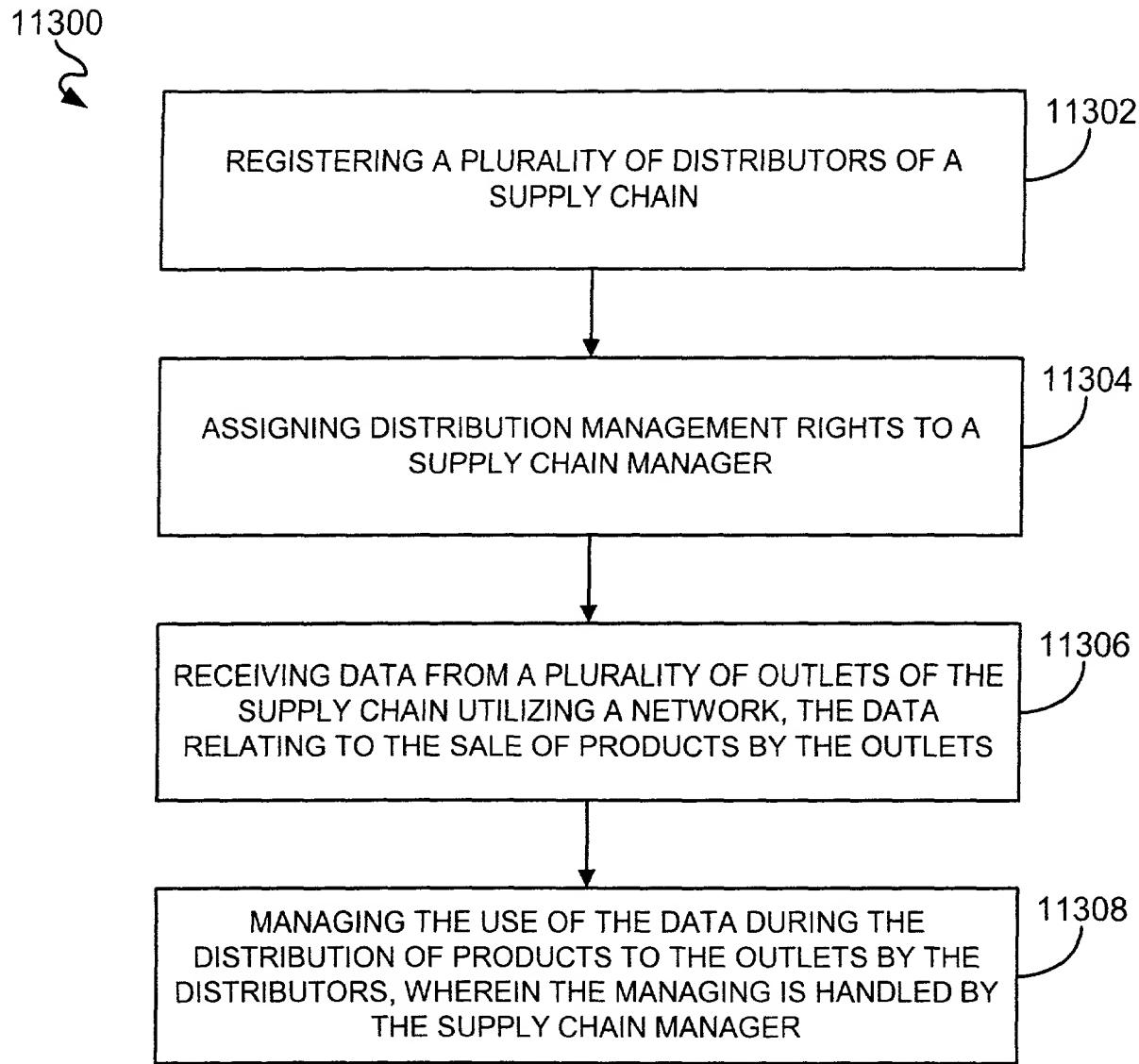
0 5 1 6 2 3 4 5 6 7 8 9



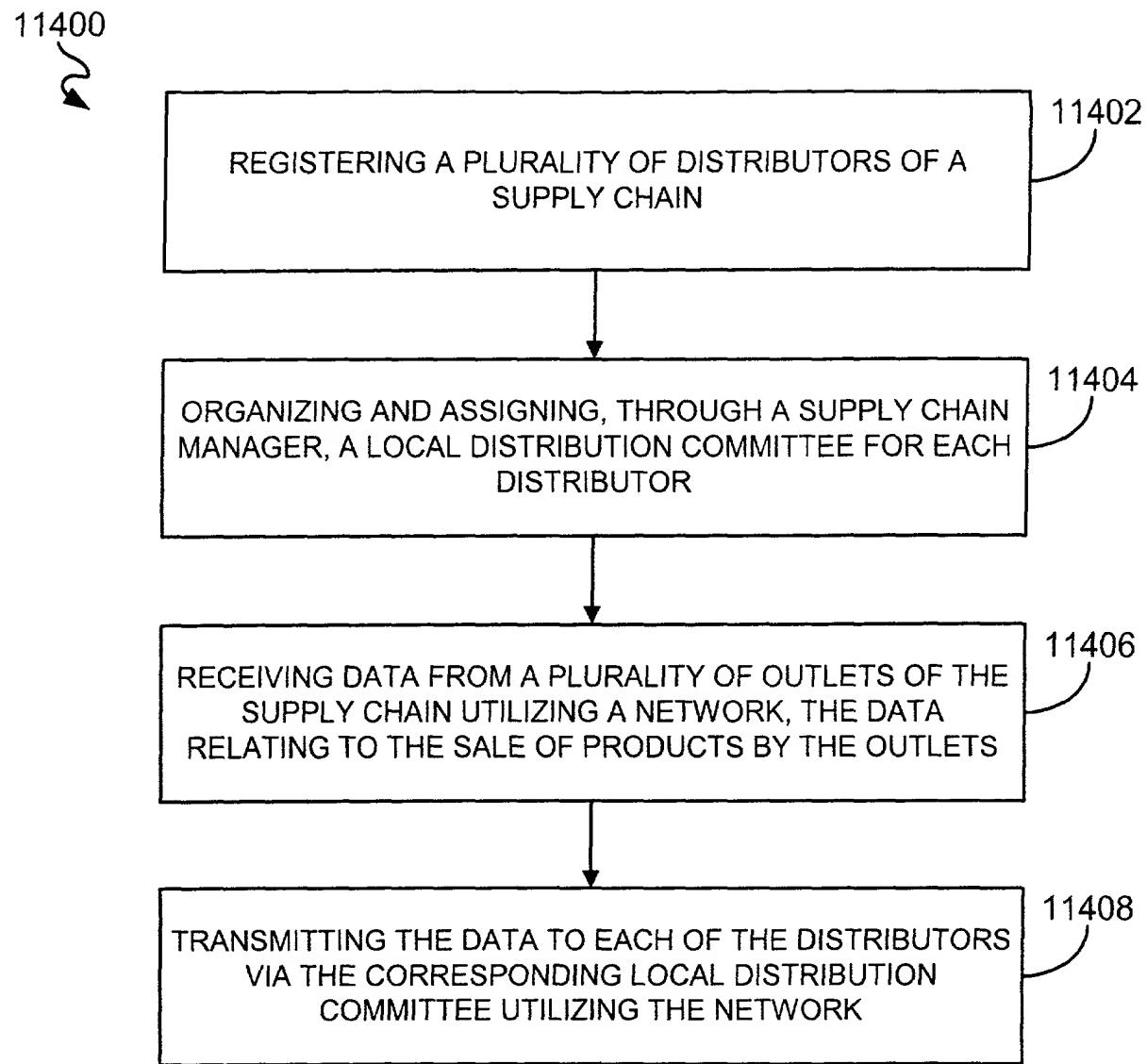
**FIG. 111**



**FIG. 112**

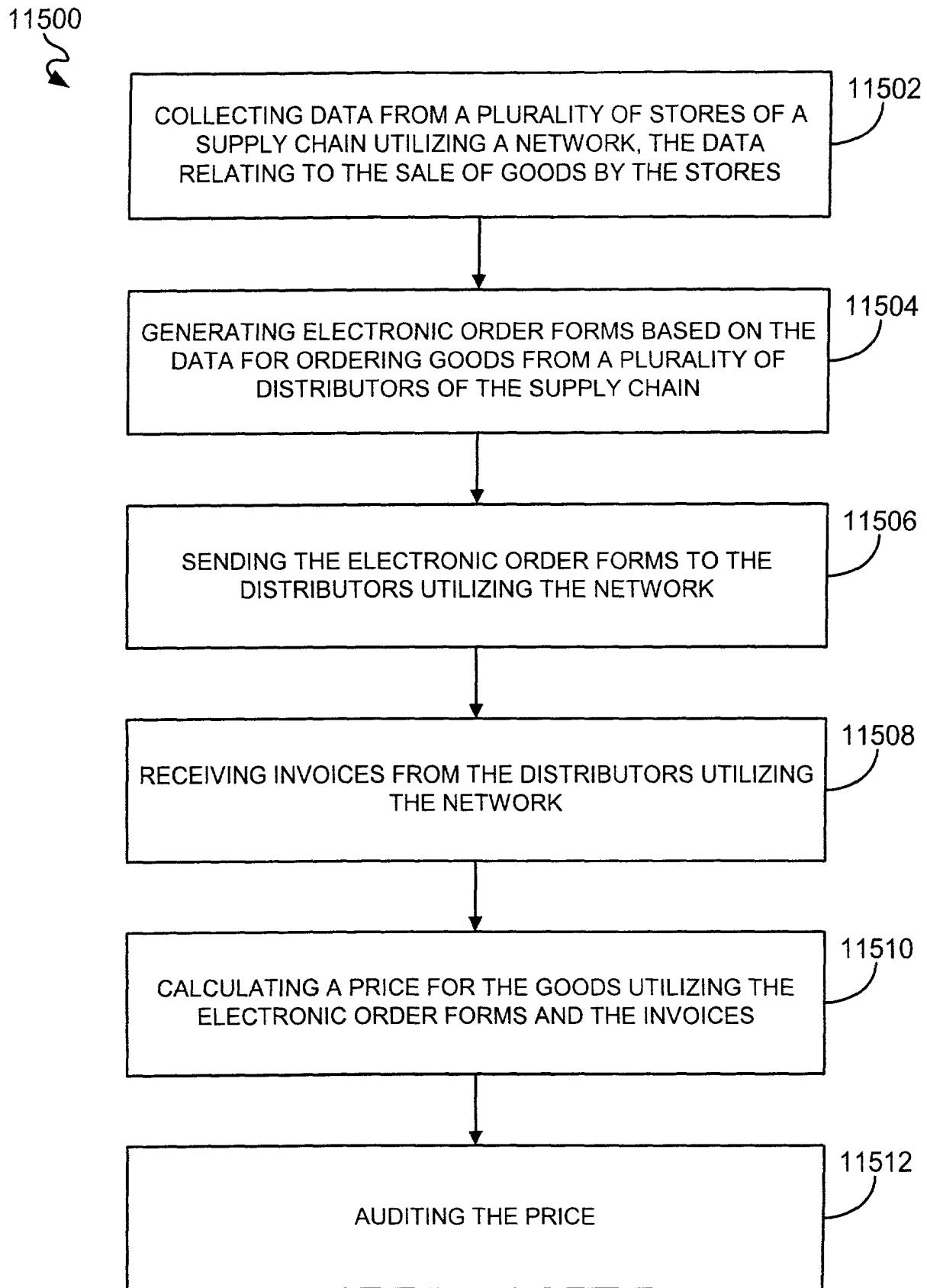


**FIG. 113**

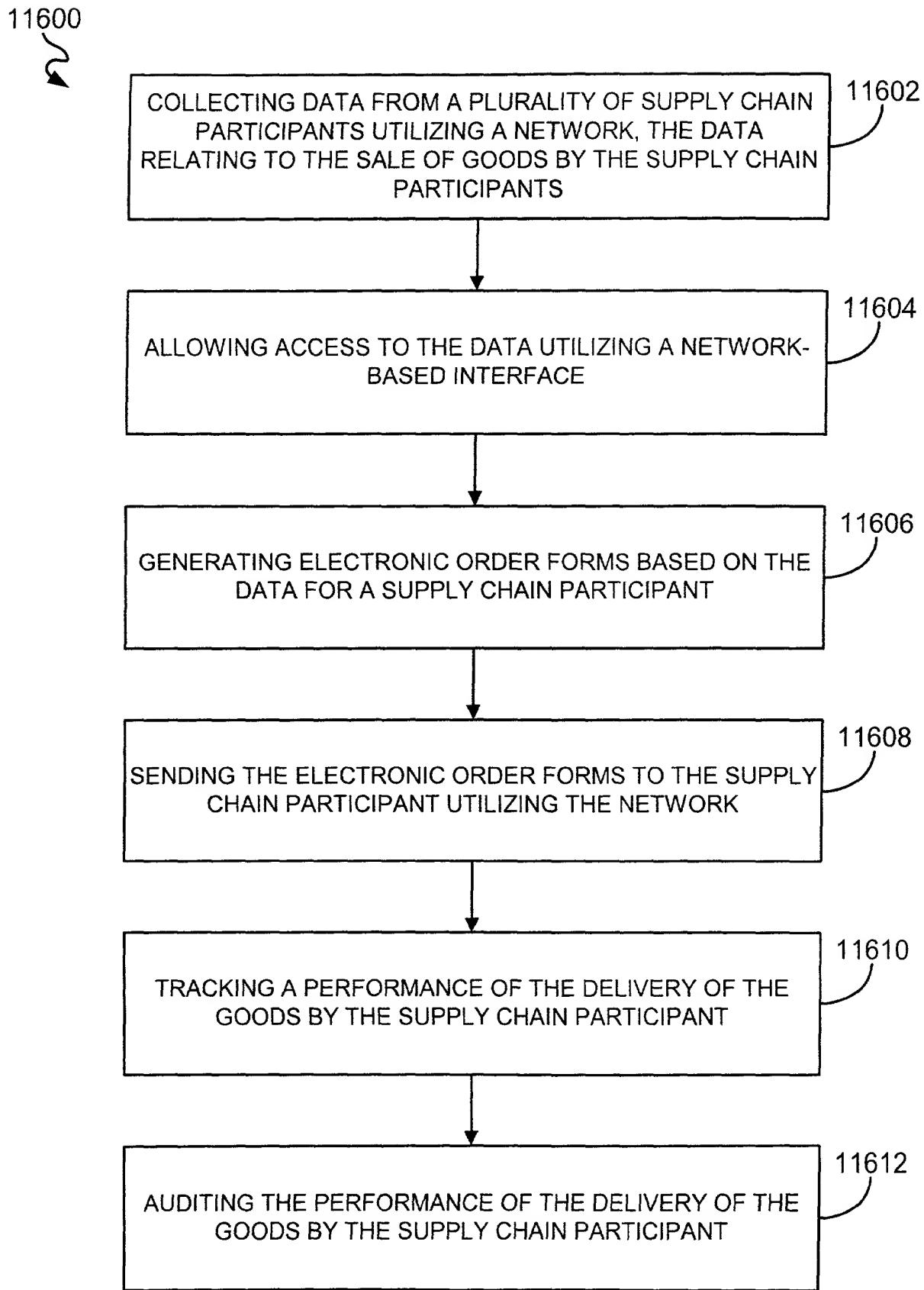


**FIG. 114**

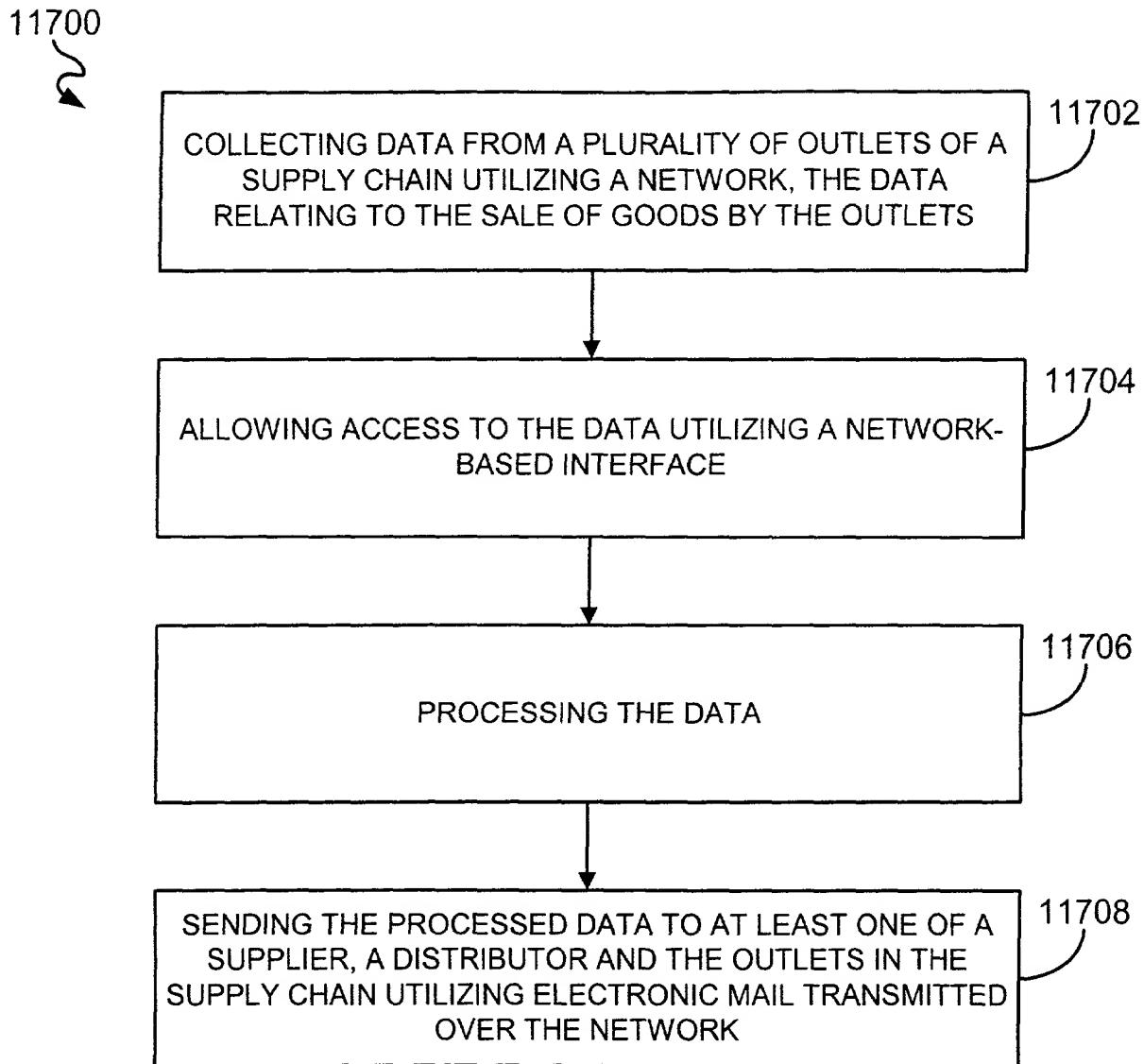
11500  
11502  
11504  
11506  
11508  
11510  
11512



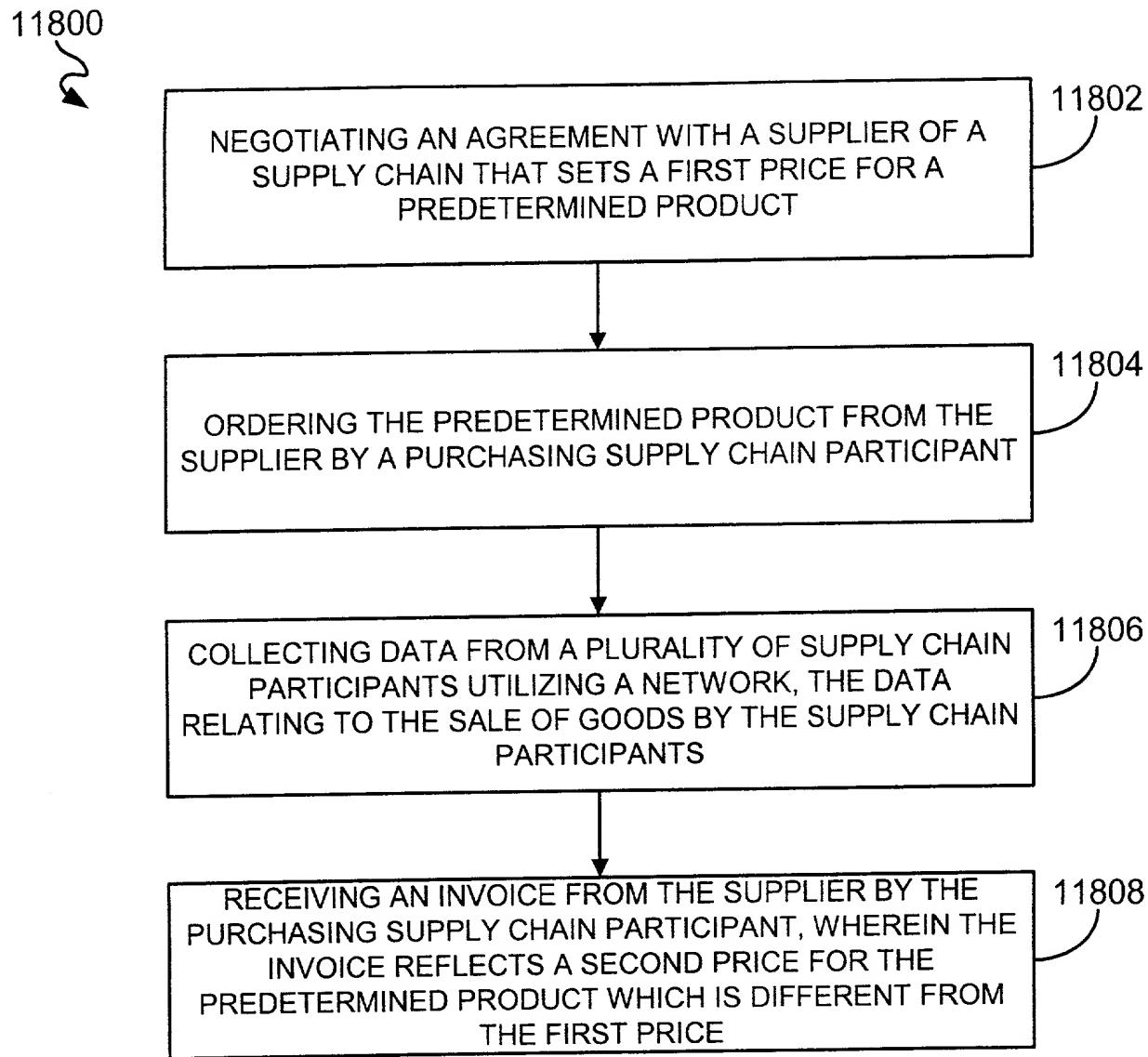
**FIG. 115**



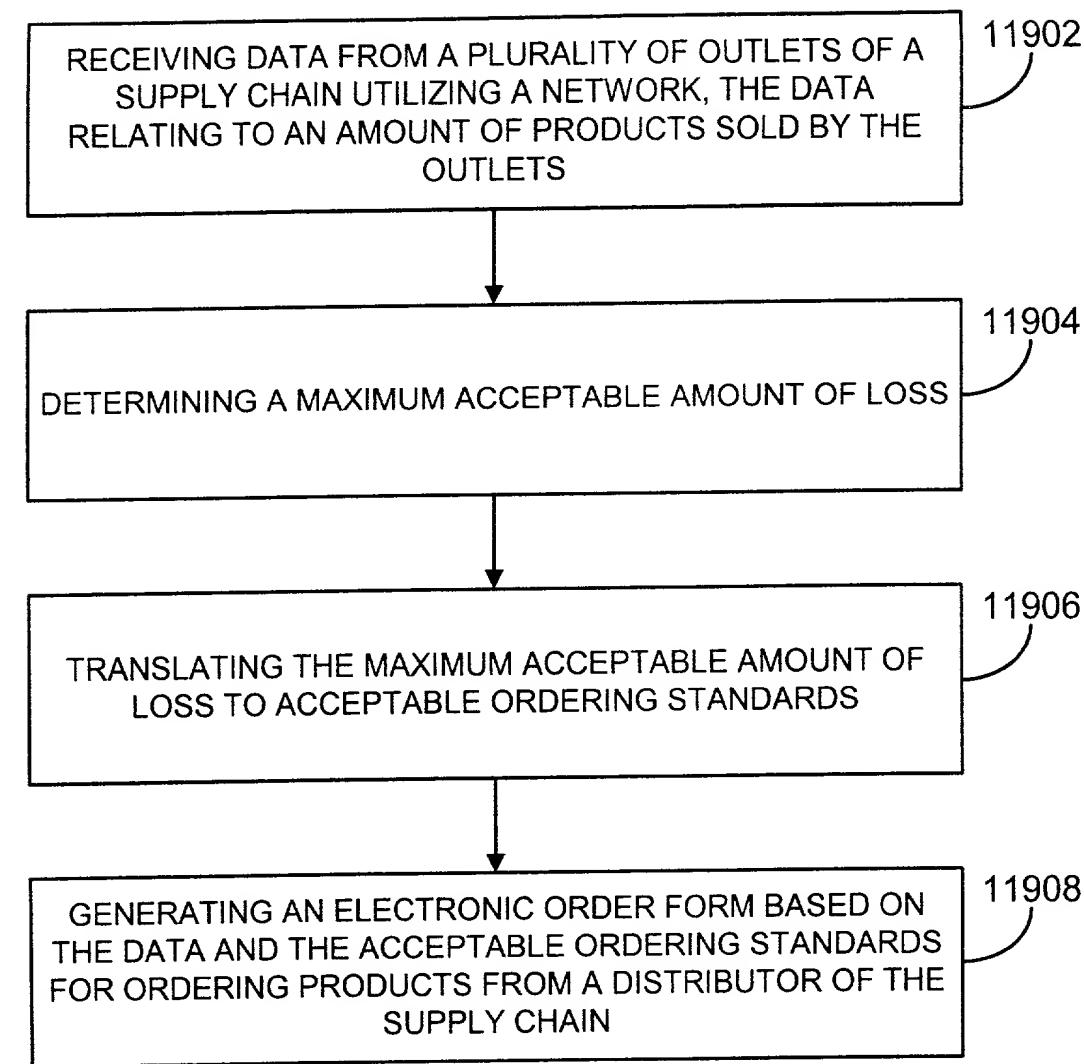
**FIG. 116**



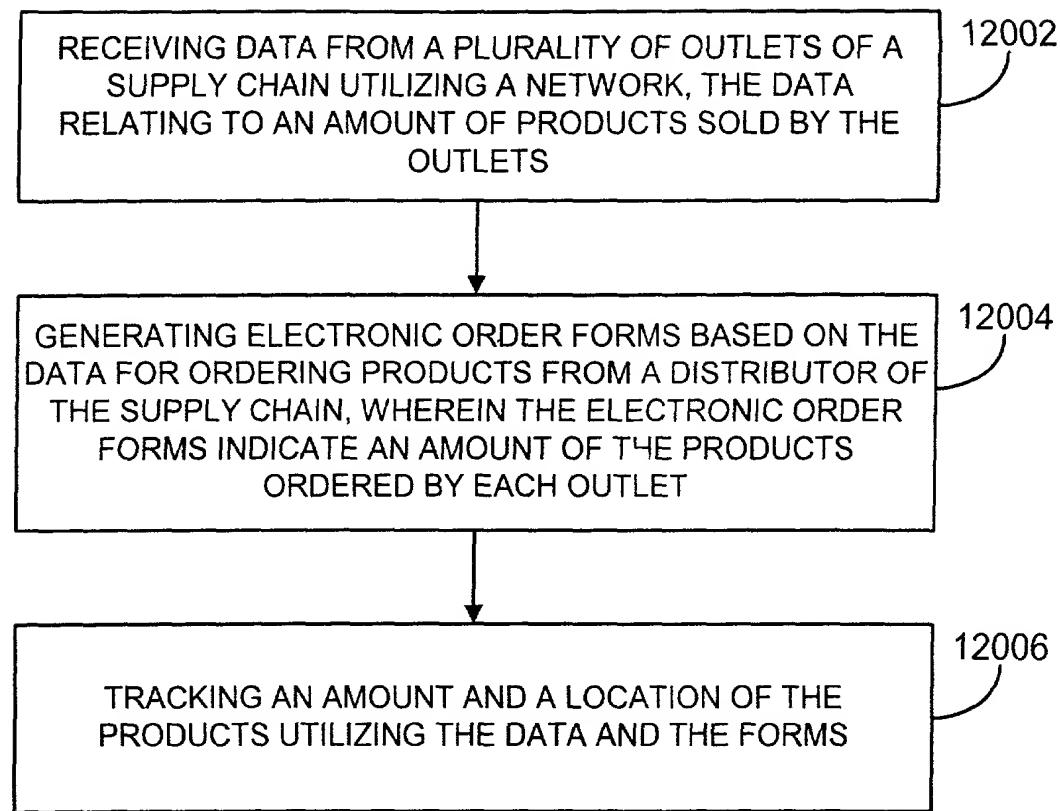
**FIG. 117**



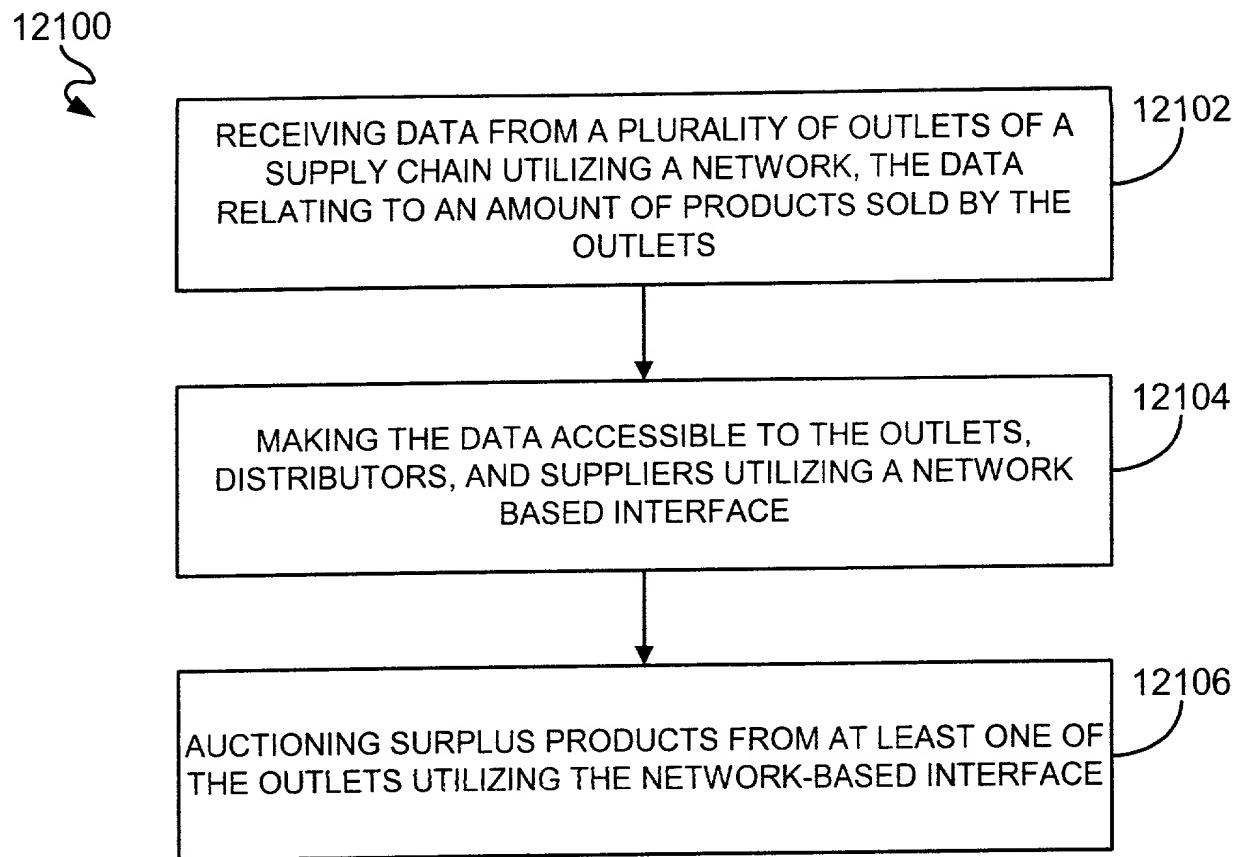
**FIG. 118**



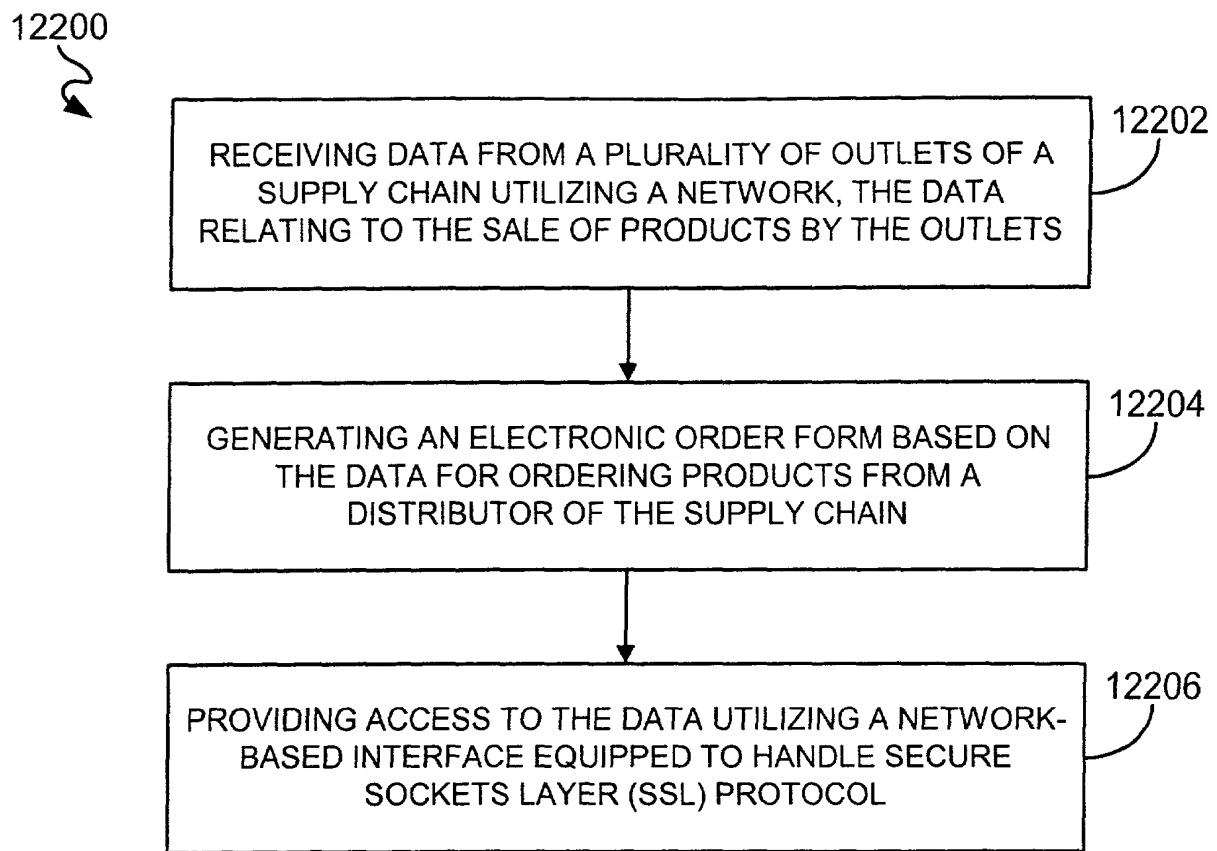
**FIG. 119**



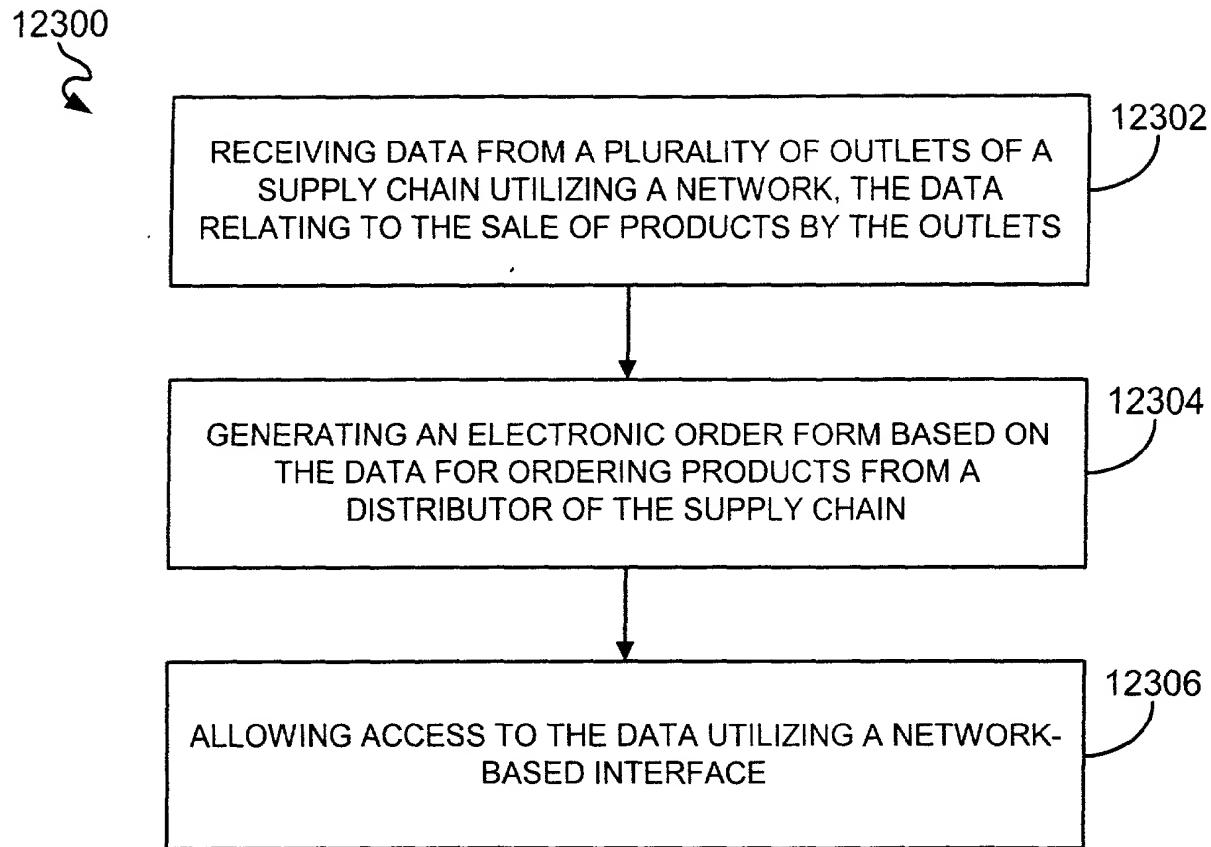
**FIG. 120**



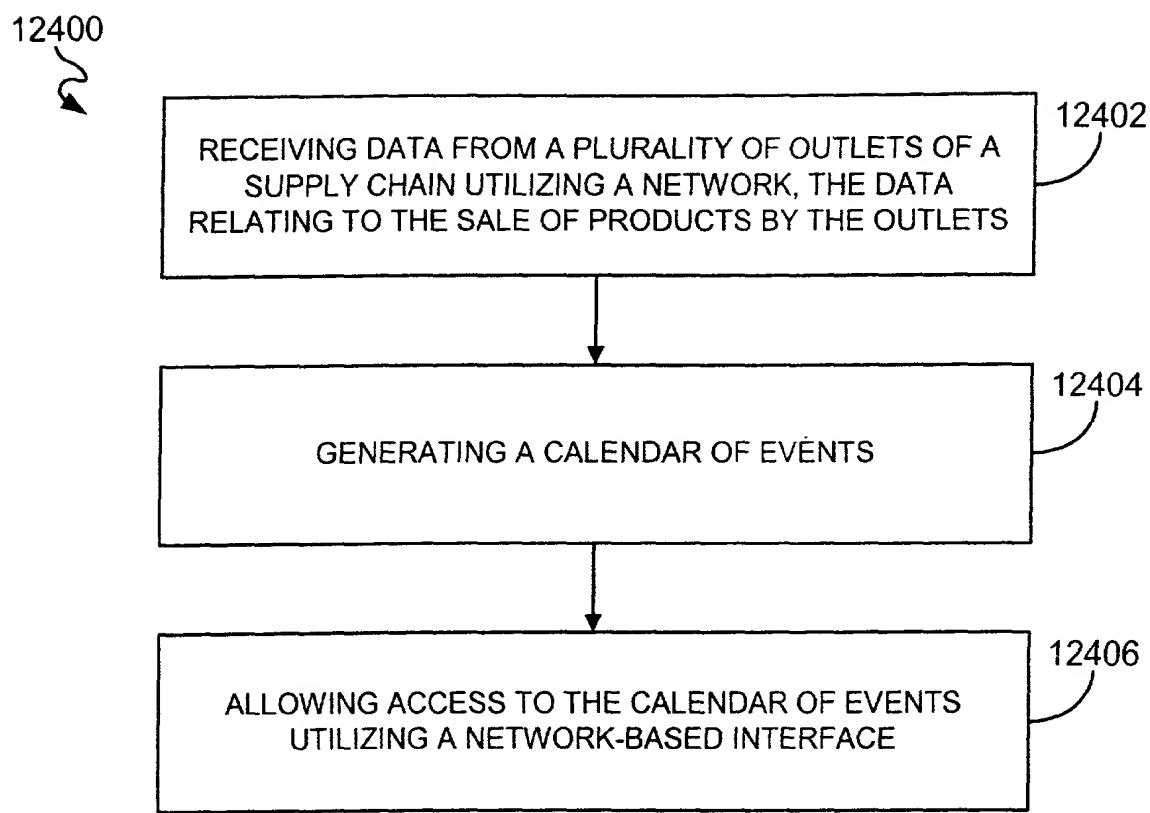
**FIG. 121**



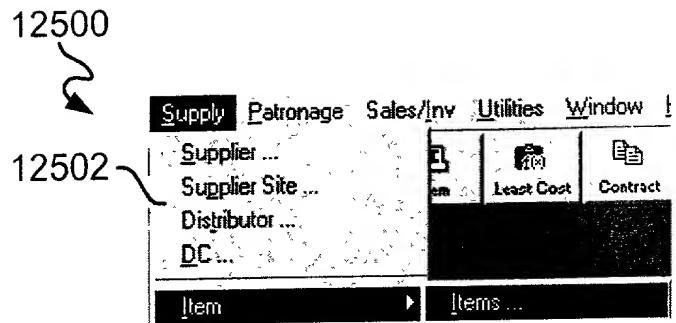
**FIG. 122**



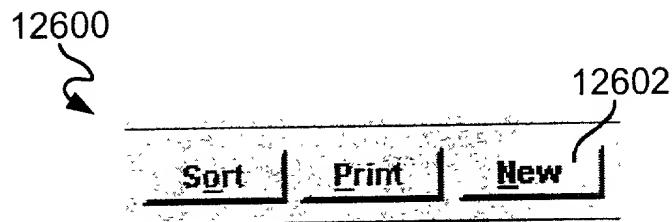
**FIG. 123**



**FIG. 124**



**FIG. 125**



**FIG. 126**

12700

12702

**Item Desc:**

**Item Number:**

**Product Cat Code:**

**Status Code:**

**Item Rank:**

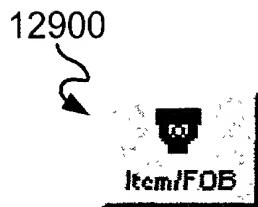
**FIG. 127**

12800

### Landed Cost by Distribution Center

Item	Inv FOB	Freight	Landed	Routing
Bag - Medium	4.85	0.23	5.08	TL
Bag - Large	6.7	0.23	6.93	TL
Biscuits - Frozen	12.33	1.15	13.48	TL
Brush - Pot, Long Handle	40.2	2.02	42.22	TL
Brush - Pot, Short Handle	24	1.39	25.39	TL
Carton - Breakfast	16.59	1.1	17.69	RDC
Carton - Large Fry	29.91	0.81	30.72	RDC
Carton - Medium Fry	18.92	0.73	19.65	TLMIN

**FIG. 128**



**FIG. 129**

13000

Supplier Item Desc:	Item No:
Current:	<input checked="" type="radio"/> Yes <input type="radio"/> No
Items per Case:	5000
Innerpack Contents:	5/1000
Item Size:	
Case Length:	
Case Width:	
Case Depth:	
Case Dimension U/M:	INCHES
Item Cubes:	0.95 CUBIC FEET
Item Shelf Life:	
Tie Qty:	
High Qty:	
Stacking Allowed:	
Universal Product Code:	
Cases Per Truckload:	1350
Net Weight:	39.00
Gross Weight:	39.00
Weight U/M:	POUND(S)
BarCode:	

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

**FIG. 130**

13100

**Site Information**      **Site Id:** 17355      **Site Role:** *FOB Shipping Point*

**Site Name:**  TYSON FOODS - NEW HOLLAND, PA

13102

**FIG. 131**

13200

**Site Information**      **Site Id:** 16      **FOB Shipping Point**

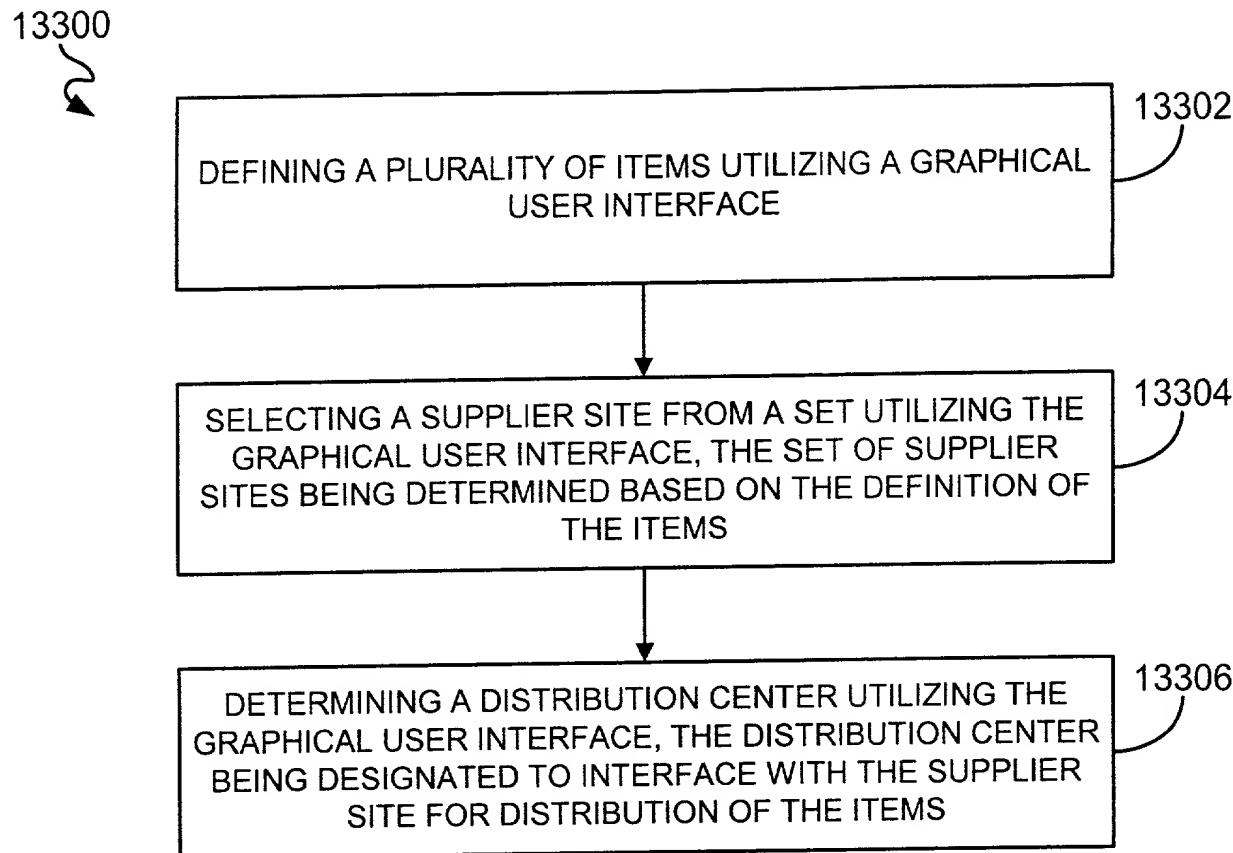
**Name:**  AMERISERVE-FARMINGDALE, NY

**Status:**  Active

**Railroad Name:**

**Rail Sidings:**

**FIG. 132**



**FIG. 133**

13400

Item: WRAP-BACON DOUBLE CHEESEBURGER DELUXE Begin: 7/1/96 End: 9/1/96 Final:

Override Rules:  Yes  No Apply By: Cell

**FIG. 134**

13500

DC	Supplier FOB Point
AMERISERVE-DENVER, CO	TYSON FOODS - GREEN FOREST, AR
AMERISERVE-DOUGLASVILLE,	TYSON FOODS - ALBERTVILLE, AL
AMERISERVE-FARMINGDALE, NY	TYSON FOODS - NEW HOLLAND, PA

**FIG. 135**

13600

Con FOB	Inv FOB	Freight	Landed
34.3200	34.3900	0.8400	35.2300
34.3200	34.3900	0.2900	34.6800

**FIG. 136**

13700

Contr	LB	Trk	Routing
96	83,600	2.0	TL
96	215,040	5.1	TL

**FIG. 137**



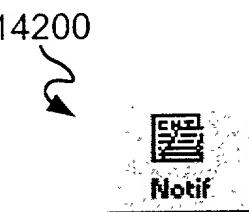
**FIG. 138**

Min Ordr	UM	Slip	Deliv.
1	TRUCKLOAD(S)	Pallet	
1	TRUCKLOAD(S)	Pallet	

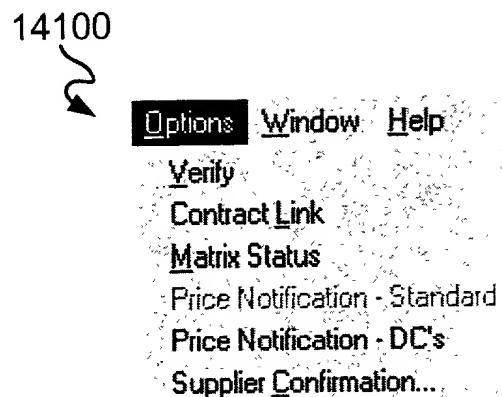
**FIG. 139**

Carrier	Stated Vol
Truck	83,600
Truck	215,040

**FIG. 140**



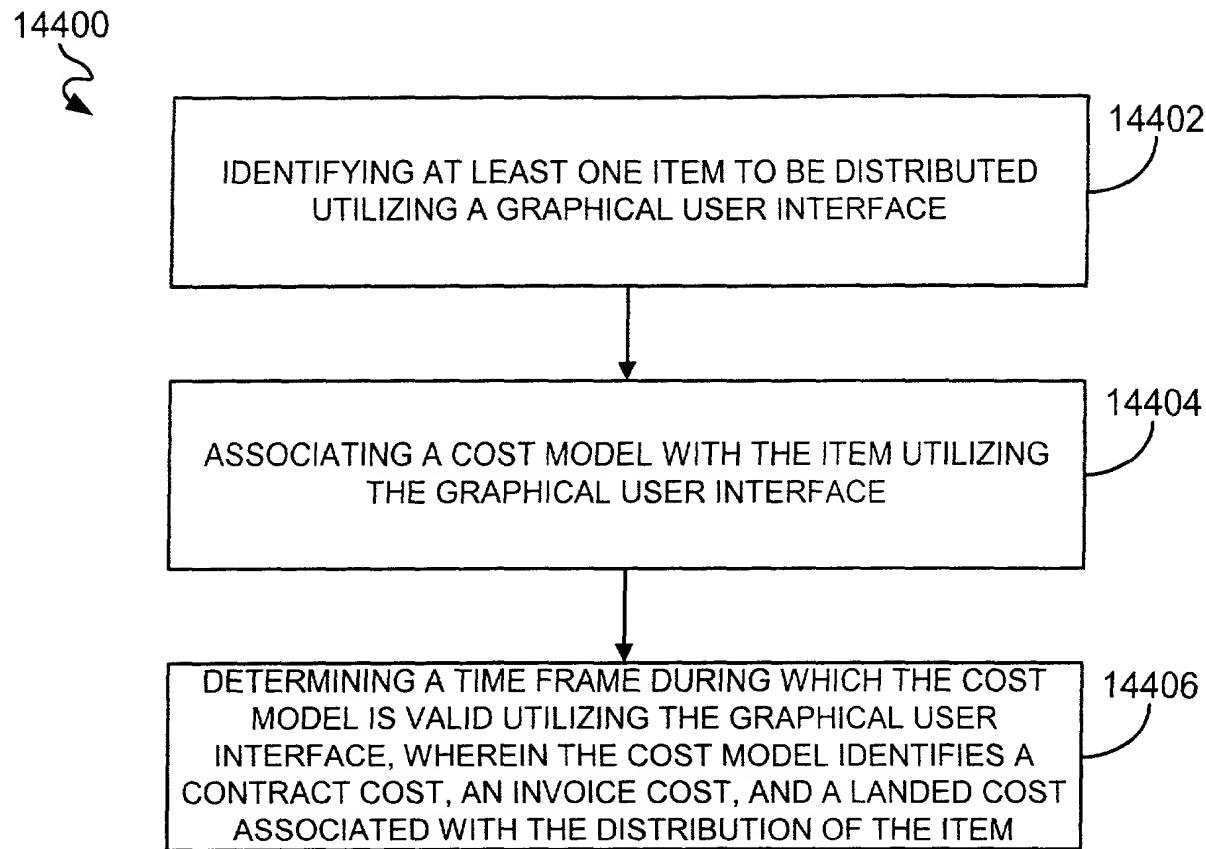
**FIG. 142**



**FIG. 141**

Cost	►	Edit / View ...	F3
Commodities	►	New (using previous matrix) ...	F4
Vendor Rating	►	New (build matrix) ...	F5
Contact Management	►	Multi Item Price Notification ...	

**FIG. 143**



**FIG. 144**



**FIG. 145**

14600

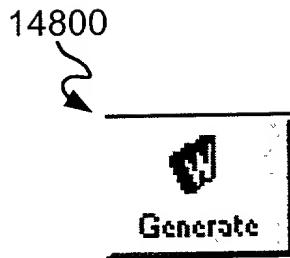
Contract ID: 673 - TYSON FOODS  
Initial Buyer Name: Jamie Hersh ▼ Current Buyer Name: Chris Stanton ▼

**FIG. 146**

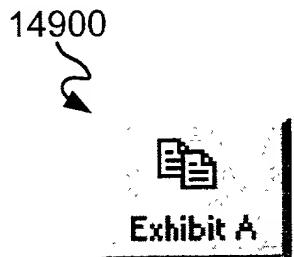
14700

Contract Start Date: 05/15/98  
Contract End Date: 12/31/02  
Execution Date: 5/15/98  
Effective: Shipment Date ▼  
Payment Terms: Net 10

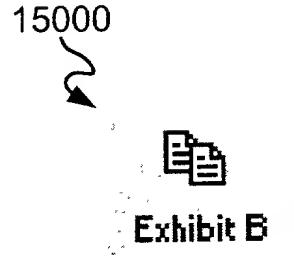
**FIG. 147**



**FIG. 148**



**FIG. 149**



**FIG. 150**

15100

Select the End Dates to Use on the Exhibit

Item Description	Cost Matrix End Date	Contract End Date	No End Date
BEEF - 77%	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER 4.0 OZ.	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER JR. 2.8 OZ.	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date

FIG. 151

15200

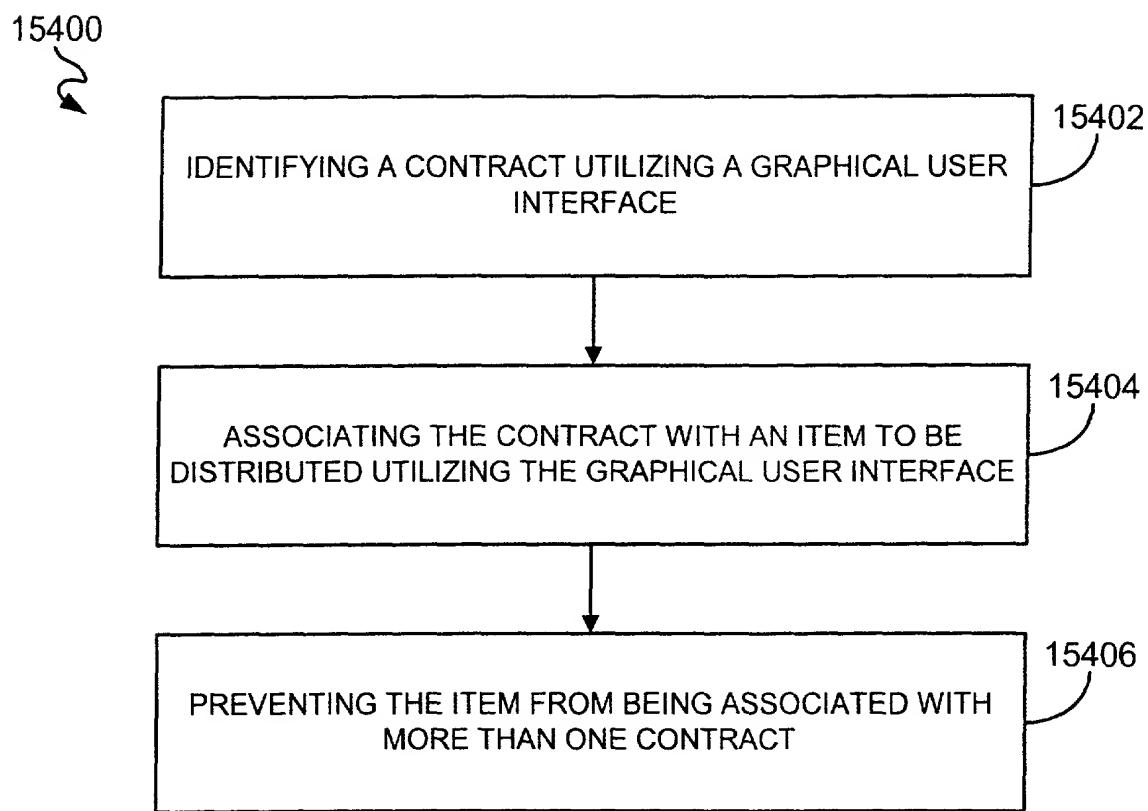


FIG. 152

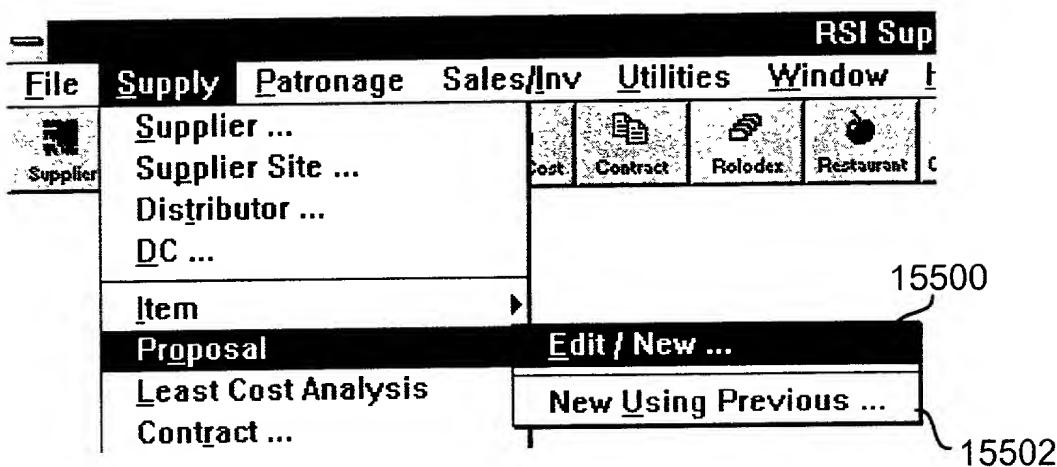
15300



FIG. 153



**FIG. 154**



**FIG. 155**

15600

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | View Bid

**Proposal Information**

**Proposal ID:** 1021      **Proposal Due Date:** 06/12/97

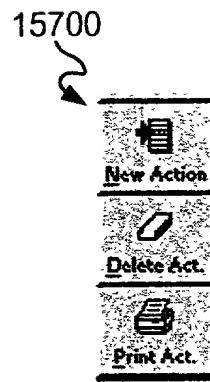
**Proposal Name:** Foam Hot Cups & Polystyrene Lids      **Contract Begin Date:** 07/01/97

**Buyer Name:** Dennis Clabby      **Contract End Date:** 06/30/98

**Actions**

#	Date	Action Description
1	05/28/97	Sent this bid to Dart and also sent a request for information to WinCup.

**FIG. 156**



**FIG. 157**

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info Items Suppliers DCs FOB Price DC/Best Usage Templates View Bid

Search Query Reset

Query Values

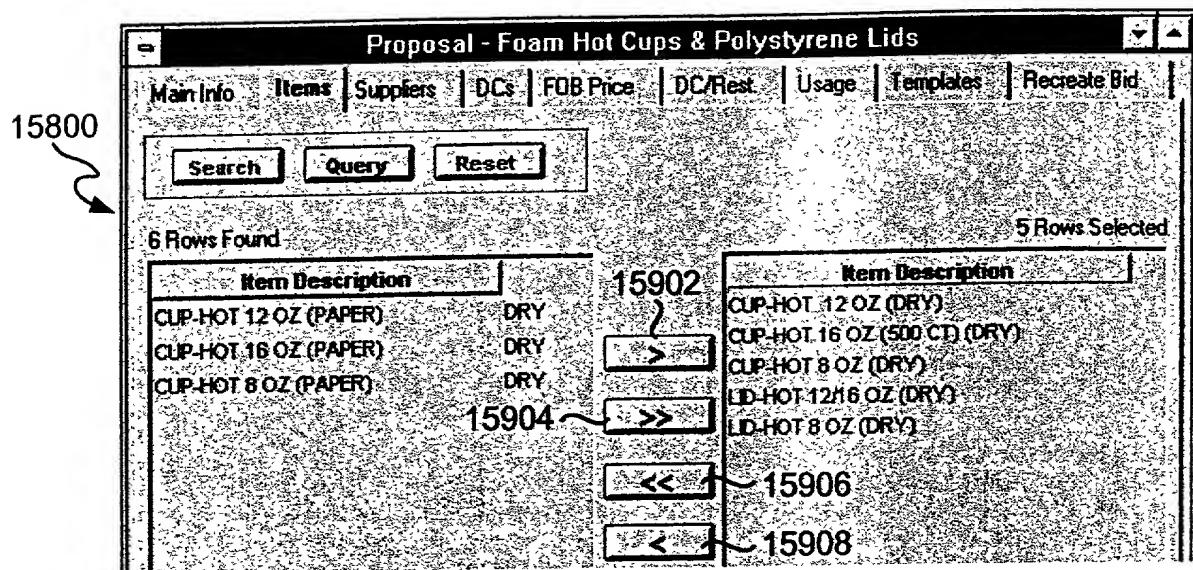
Item Description
CUP-HOT

2 Rows Selected

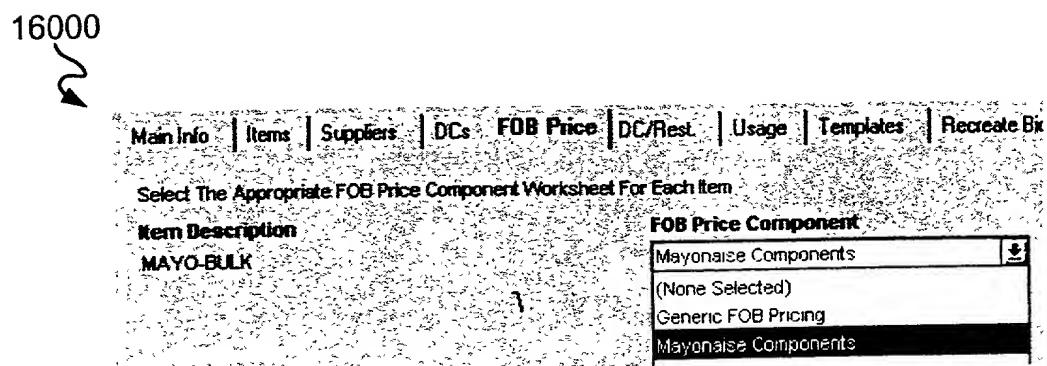
Item Description
LID-HOT 12/16 OZ (DRY)
LID-HOT 8 OZ (DRY)

<< >> <<<< >>>>

**FIG. 158**



**FIG. 159**

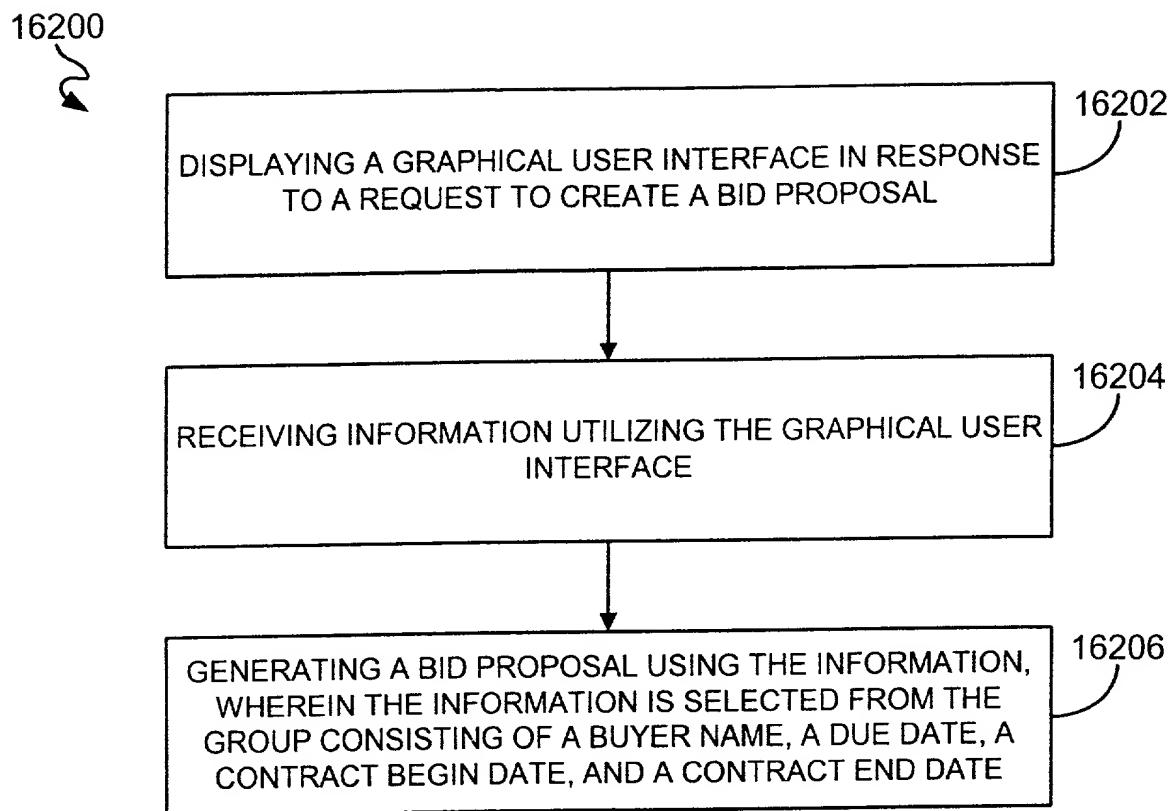


**FIG. 160**

16100

Item	Growth %	Gross Wgt.	Item Cube	Contract Period			
CHICKEN-BK BROILER	5.00%	32	1.26	09/01/97 to 12/31/97			
CHICKEN-PATTY	7.00%	37.00	1.09				
CHICKEN-TENDERS	0.00%	25.00	1.06				
Distribution Center	Previous Case Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Unit Usage	+/-
POST-ALBUQUERQ	576	30	99.34%	6.03	5.00%	755	
POST-DENVER	833	39	99.05%	6.68	5.00%	1,083	
POST-SALT LAKE	116	2	80.00%	5.46	5.00%	37	

**FIG. 161**



**FIG. 162**

F D S C A Z G = 8 8 8 8 8 8 8 8 8 8

16300

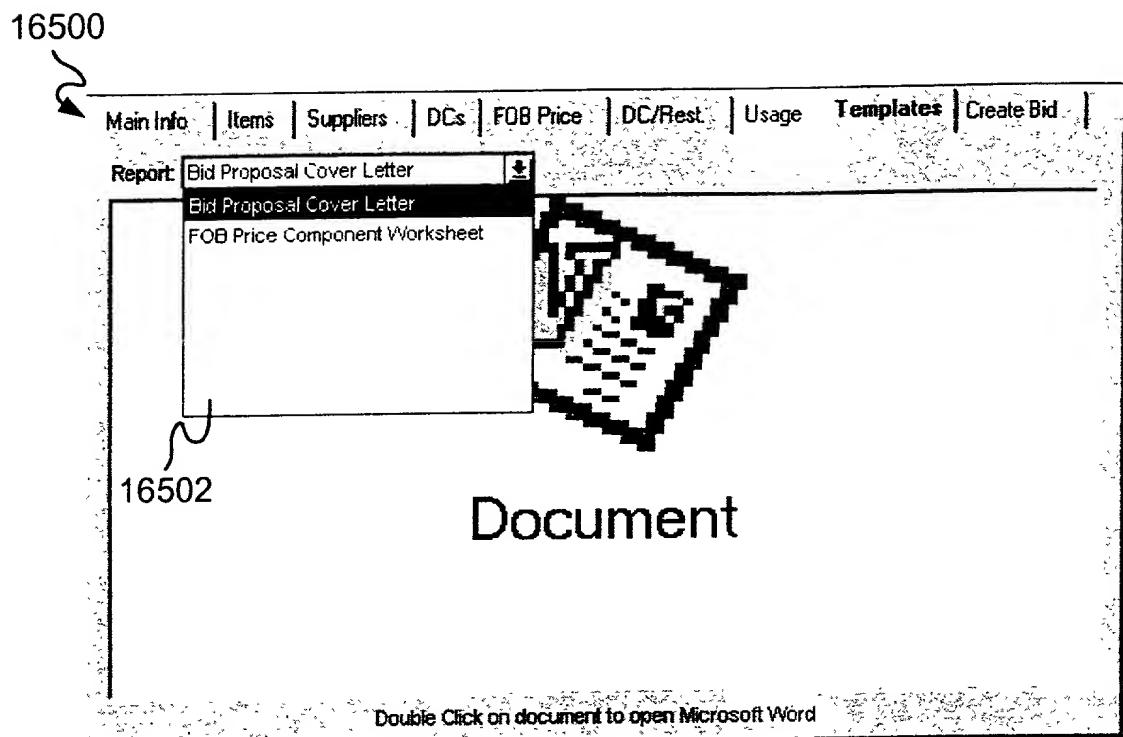
Templates | Create Bid

16400

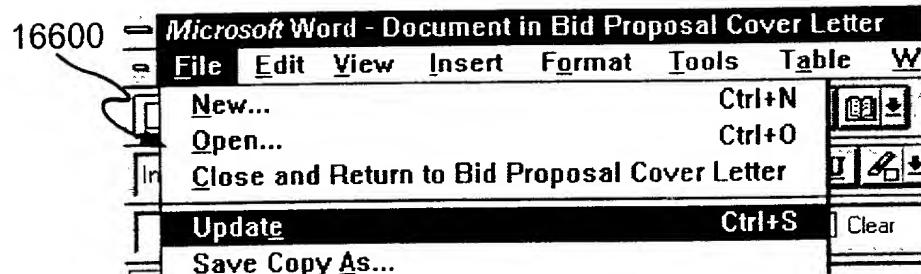
**FIG. 163**

	Supply	MS	Editable
	Word	Y/N	
Bid Proposal Cover Letter	?	?	Y
General Terms and Conditions	?	?	N
Usage Estimates	?	?	N
Supplier Facility Worksheets	?	?	N
Item Information Worksheets	?	?	N
Sample Supply Agreement	?	?	N
BK Specification Request	?	?	N
FOB Price Component	?	?	Y
Truckload Freight Worksheet	?	?	N
LTL Freight Worksheet	?	?	N

**FIG. 164**



**FIG. 165**



**FIG. 166**

16700

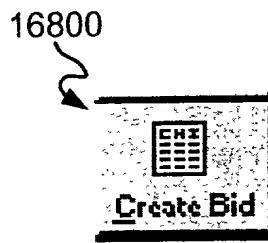
Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | **Create Bid**

**Bid Proposal Sent**

**Bid Proposal Will Include Checked Documents**

<b>General</b>		<b>Cost</b>	
<b>Bid Proposal Cover Letter</b>	<input checked="" type="checkbox"/>	<b>FOB Price Component Worksheet</b>	<input checked="" type="checkbox"/>
<b>General Terms &amp; Conditions</b>	<input checked="" type="checkbox"/>	<b>Truckload Freight Worksheet</b>	<input checked="" type="checkbox"/>
<b>Usage Estimates</b>	<input checked="" type="checkbox"/>	<b>LTL Freight Worksheet</b>	<input checked="" type="checkbox"/>
<b>Supplier Facility Worksheet</b>	<input checked="" type="checkbox"/>	<b>Blank Sheets</b>	<input checked="" type="checkbox"/>
<b>Item Information Worksheet</b>	<input checked="" type="checkbox"/>	<b>Supplier Facility Worksheet</b>	<input checked="" type="checkbox"/>
<b>Sample Supply Agreement</b>	<input checked="" type="checkbox"/>	<b>Item Information Worksheet</b>	<input checked="" type="checkbox"/>
<b>BK Specification Request</b>	<input checked="" type="checkbox"/>	<b>FOB Price Component Worksheet</b>	<input checked="" type="checkbox"/>
* LTL Freight Worksheet will be printed by system if necessary.			

**FIG. 167**



**FIG. 168**

16900

Report: Item Information Worksheet      Supplier: (all)

7/2/97

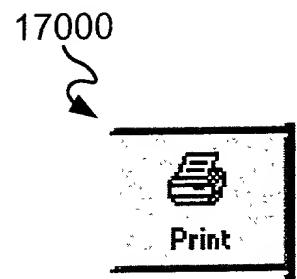
Item Information Worksheet	<input checked="" type="checkbox"/>
Bid Proposal Cover Letter	<input type="checkbox"/>
FOB Price Component Worksheet	<input type="checkbox"/>
General Terms & Conditions	<input type="checkbox"/>
Item Information Worksheet	<input type="checkbox"/>
LTL Freight Worksheet	<input type="checkbox"/>
Sample Supply Agreement	<input type="checkbox"/>
Supplier Facility Worksheet	<input type="checkbox"/>

**Restaurant Services, Inc.**  
**Item Information Worksheet**

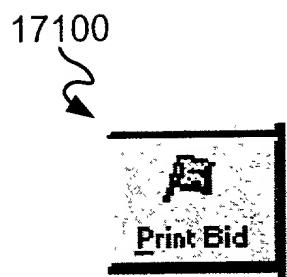
ATTY

DS

**FIG. 169**

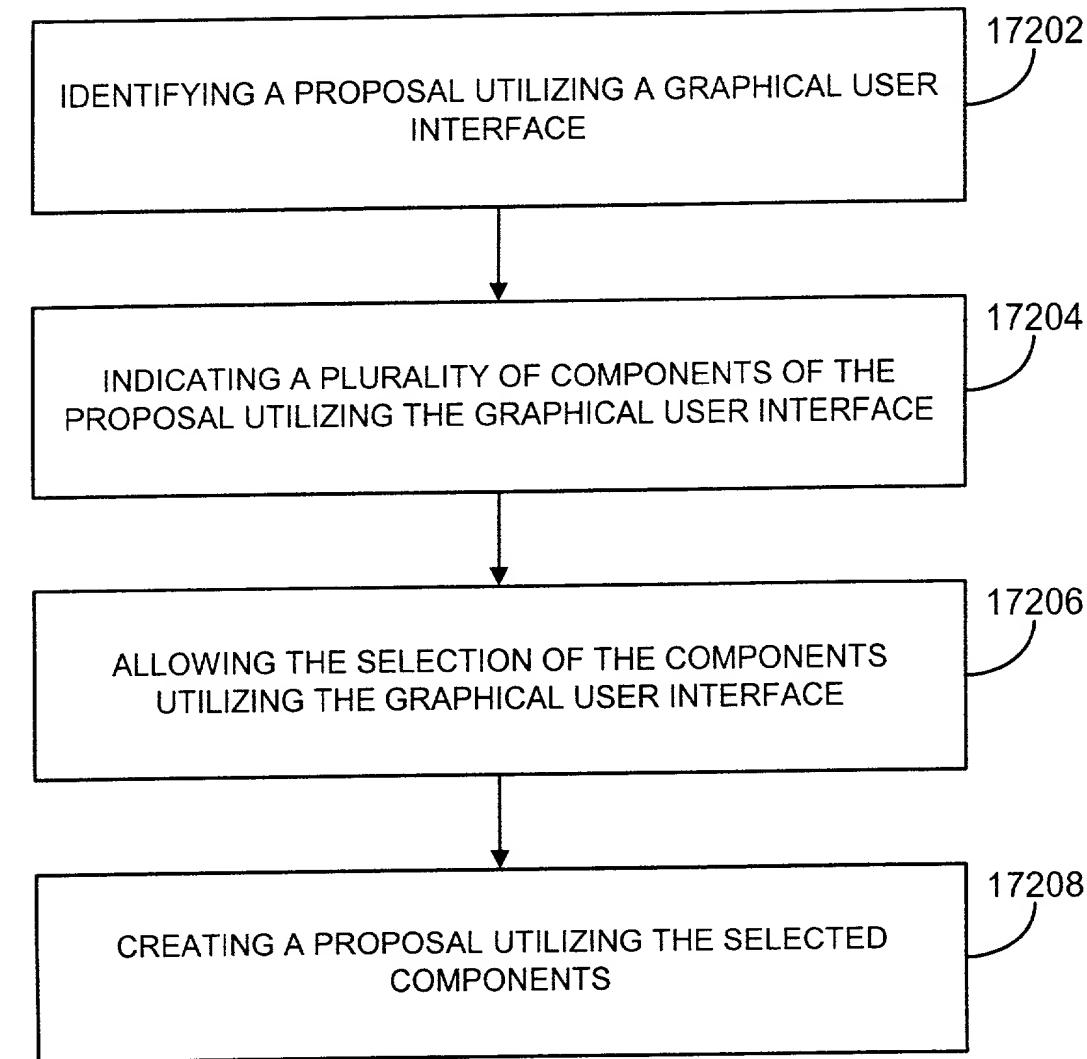


**FIG. 170**

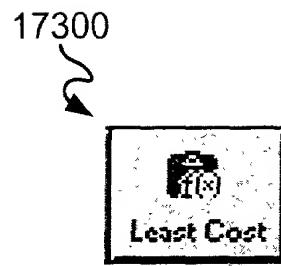


**FIG. 171**

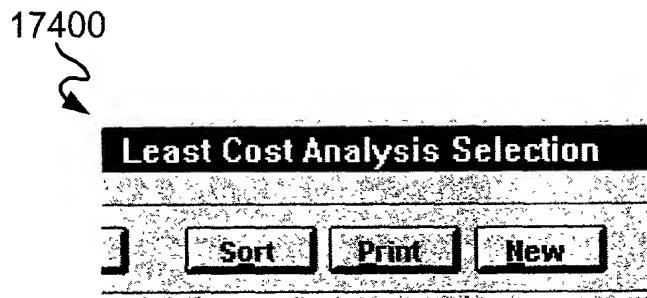
17200  
17202  
17204  
17206  
17208



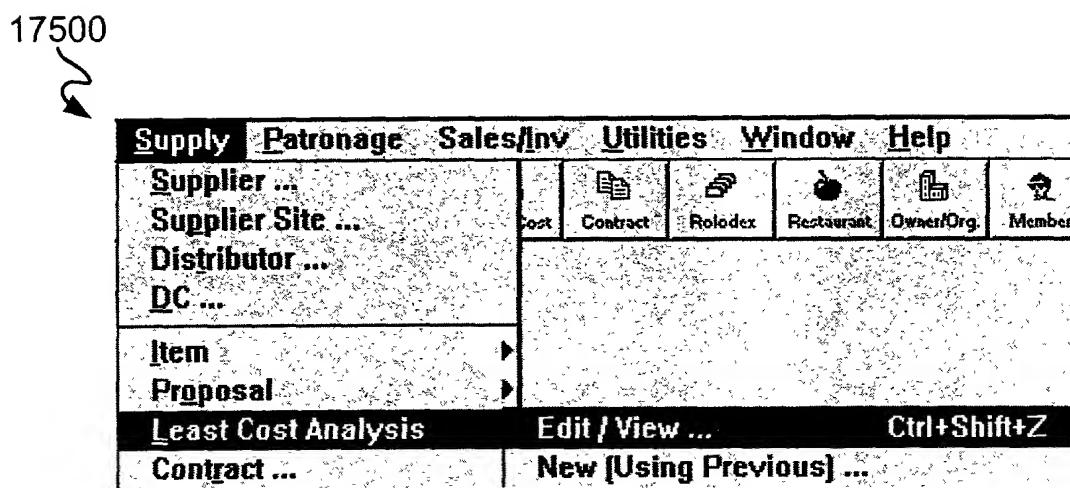
**FIG. 172**



**FIG. 173**



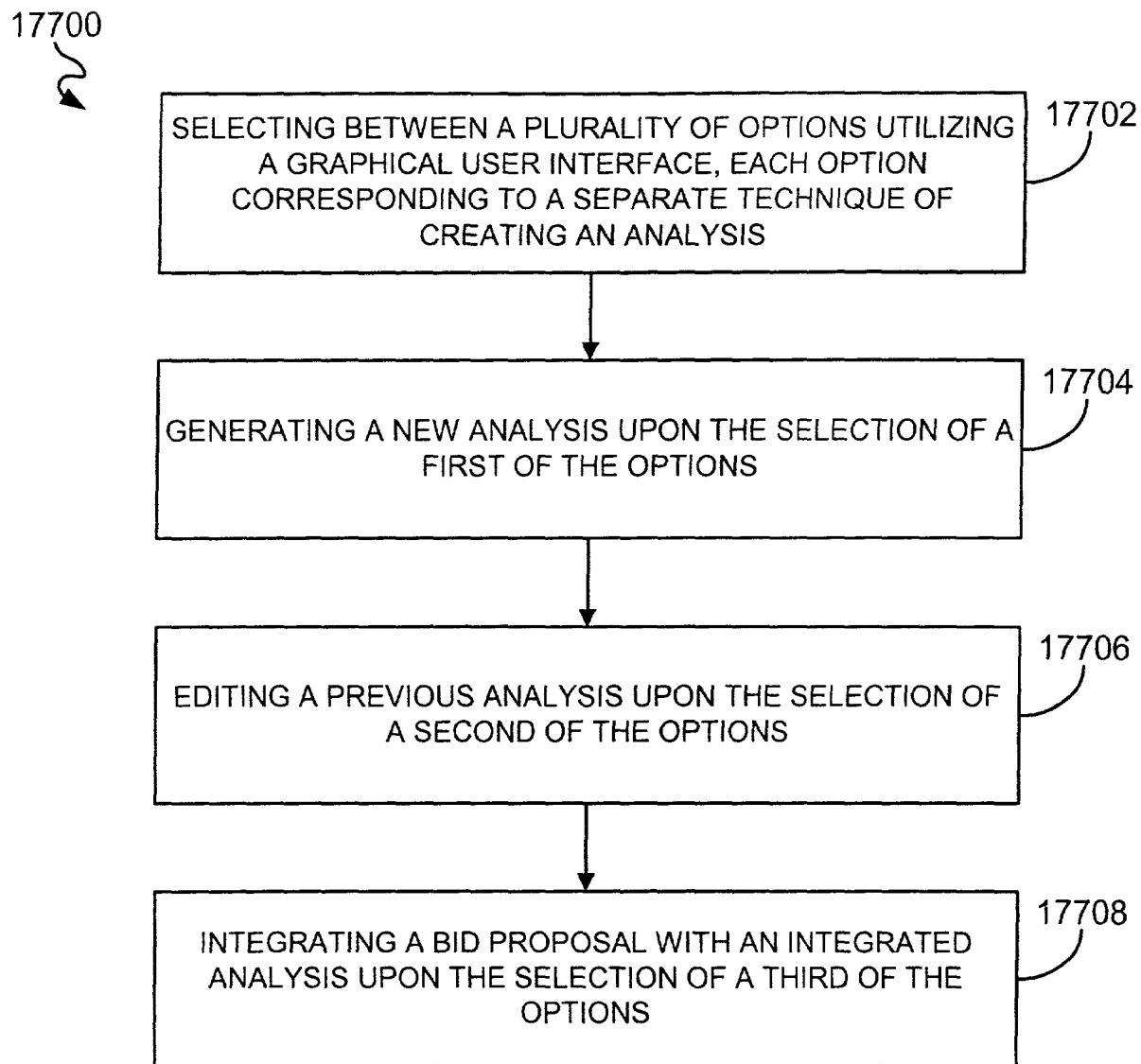
**FIG. 174**



**FIG. 175**

<b>Bid Proposal Name:</b>	(None)	<input type="button" value="+"/>	17600
Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)			
Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)			

**FIG. 176**



**FIG. 177**

17800

Analysis Name: Hash Brown Actual  
Analysis ID: 1036  
Buyer: Dennis Clabby  
Period of Agreement: 10/1/97 THRU 9/30/98  
Unit Of Measure: CASE(S)

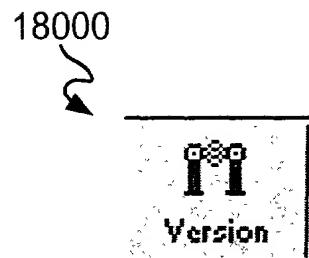
FIG. 178

17900

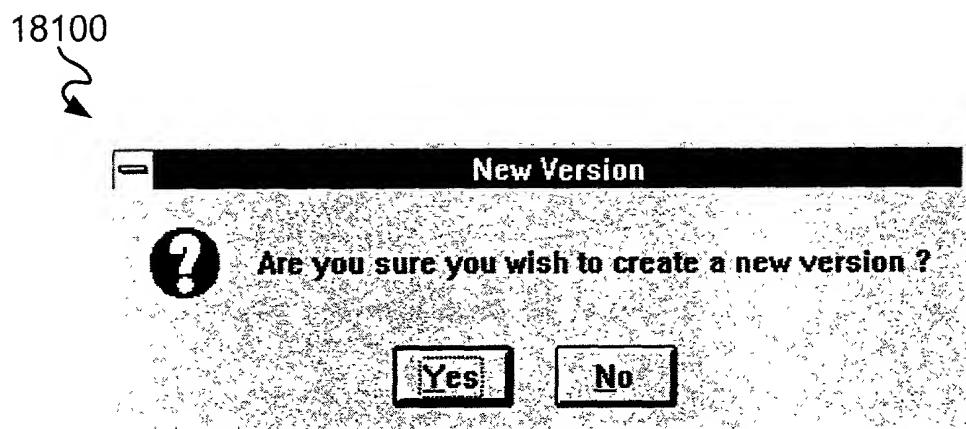
Version (1) of (9) Base version

What is the max # of FOB points to allocate to each DC ? One FOB  
What is pricing method for this version ? FOB + Freight  
What is the RSI Invoice FOB Upcharge (Downcharge) ? 0.0000  
Override RDC Truckload Validation? No  
Solution Strategy: Standard Last Revision: 9/15/97 1:04 PM

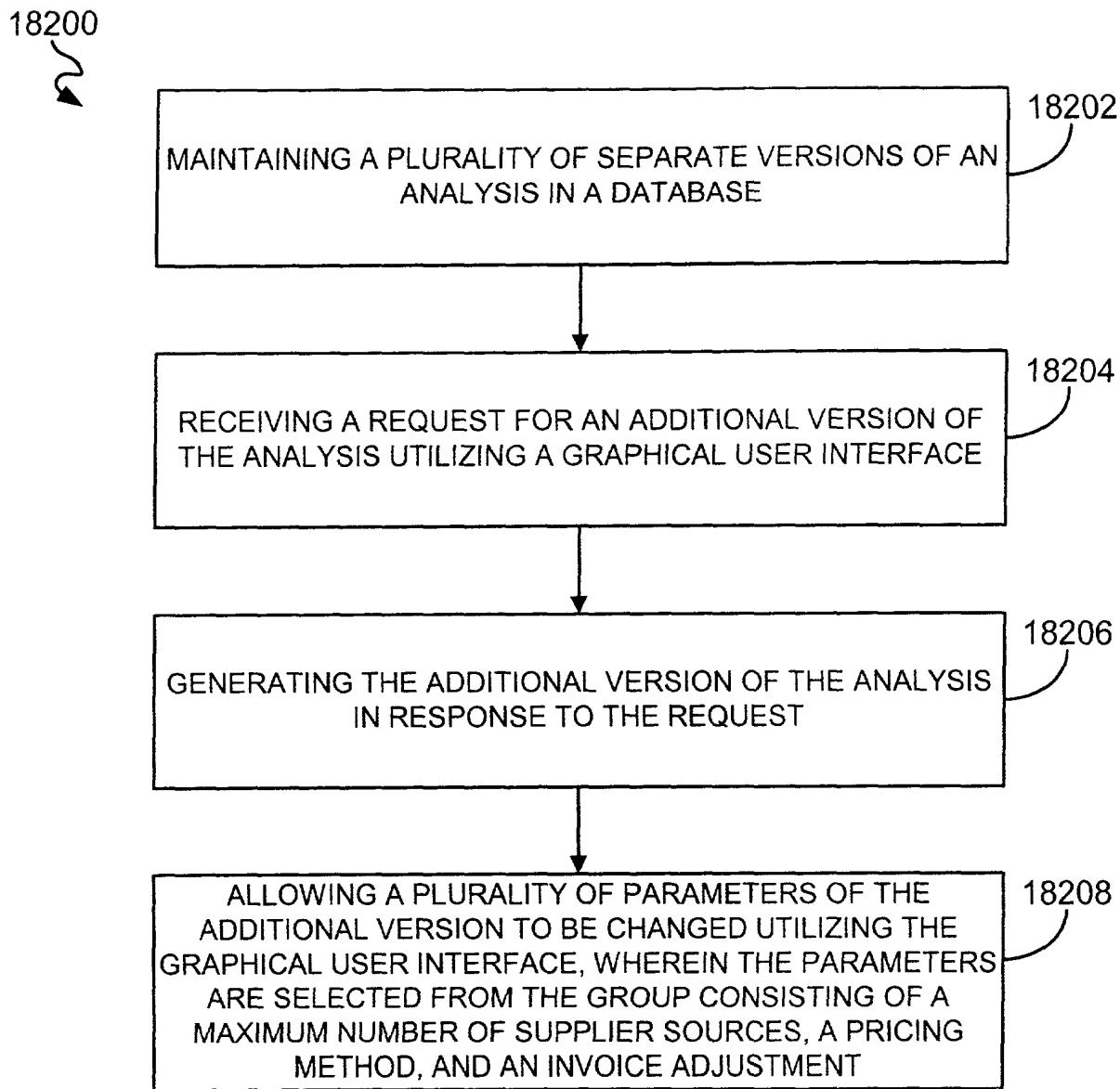
FIG. 179



**FIG. 180**



**FIG. 181**



**FIG. 182**

T O S O Z D " S S S S T P S S O

18300



<input type="button" value="Search"/>	<input type="button" value="Query"/>	<input type="button" value="Reset"/>
Query Values		
<b>Supplier FOB</b>		
DOP		

18302

7 Rows Selected	
<b>Supplier FOB</b>	
DOPACO-DOWNTOWN, PA	>
DOPACO-KINSTON, NC	>
DOPACO-ST. CHARLES, IL	>>
DOPACO-STOCKTON, CA	
IMPERIAL BONDWARE-SHELBYVILLE, IL	

**FIG. 183**

18400

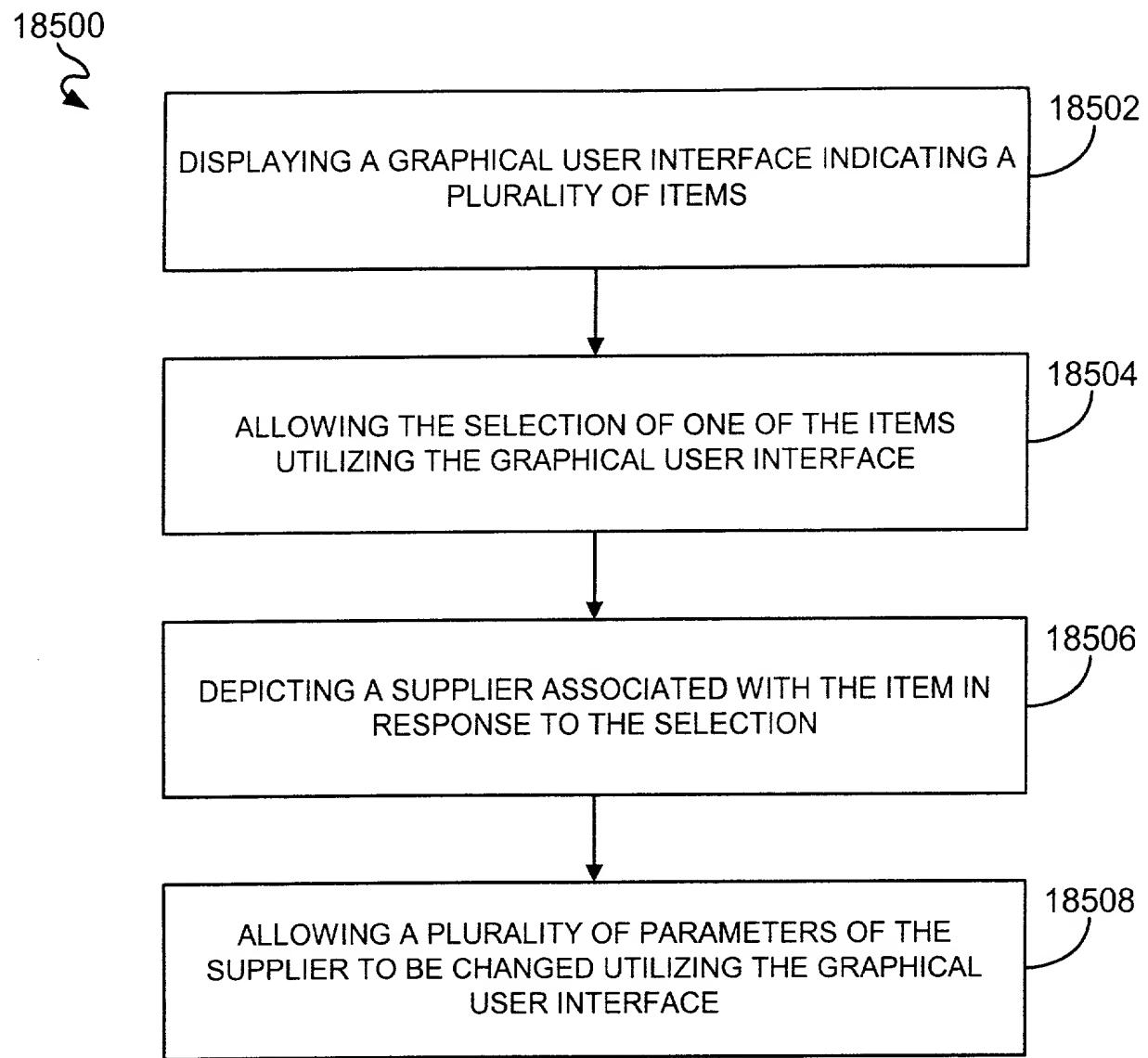


Item Description	Conv. Factor
FRIES-COATED (FRZN)	36

18402

**FIG. 184**

18400  
18402  
18403  
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**FIG. 185**

18600

Item Description	Supplier FOB
CUP-COLD 16 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 22 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 32 OZ	DOPACO-DOWNTOWN, PA

Supplier Item Desc:	16 OZ COLD CUP	Item No:	CP2942
Items per Case:		Tie Qty:	5
Innerpack Contents:	1200	High Qty:	5
Item Size:		Cases Per Pallet:	25
Item Shelf Life:		Stacking Allowed:	<input checked="" type="radio"/> Yes <input type="radio"/> No
Case Length:	22.125	Mandatory	Case Cube: 3.43 CUBIC FEET
Case Width:	15.125	Cases Per Truckload:	769
Case Depth:	17.75	Gross Weight:	29.28 POUND(S)
Case U/M	INCHES)	Net Weight:	27.28 POUND(S)

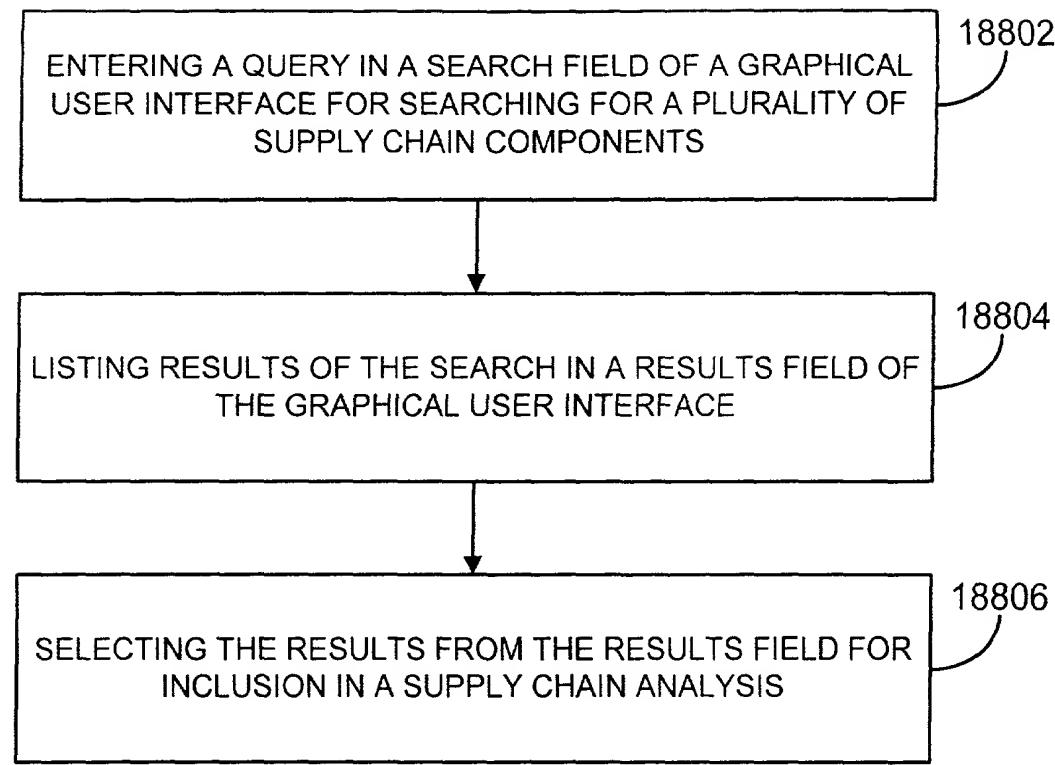
FIG. 186

18700



FIG. 187

18800  
18802  
18804  
18806



**FIG. 188**

18900



Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
CAVENDISH FARMS		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
J.R. SIMPLOT COMPANY		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.		Pallet	200,000,000		<input type="radio"/> Yes <input checked="" type="radio"/> No

Supplier FOB	Minimum	Maximum	Include
LAMB-WESTON, INC.-PASCO, WA	90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.-RICHLAND WA	0	55,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.-AMERICAN FALLS ID	90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 189

19000



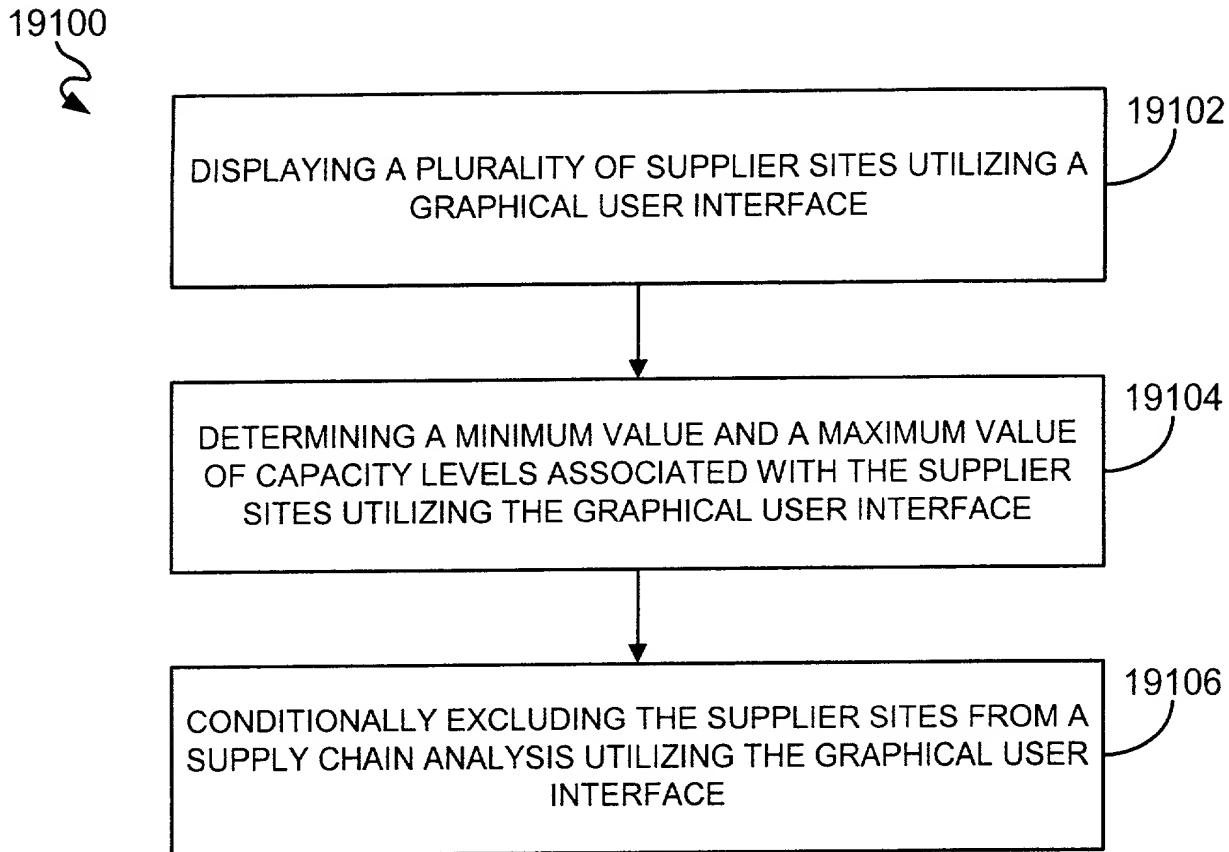
Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
MCCAIN FOODS		Pallet			<input type="radio"/> Yes <input checked="" type="radio"/> No
NESTLE FOOD COMPANY		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
ORE-IDA FOODS		Pallet	225,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No

Supplier FOB	Minimum	Maximum	Include
MCCAIN FOODS, LTD.-PRINCE EDWARD ISLAND	18,000,000	30,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No
MCCAIN FOODS,LTD-PORTAGE LE PRAIRIE	45,000,000	50,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No
MCCAIN FOODS, INC-OHELLO, WA	27,000,000	132,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 190

T034020-A52-97860



**FIG. 191**

19200

19200

Supplier	#	Volume
HUDSON INDUSTRIES	0	
INTERNATIONAL DIVERSEFOODS	0	
SUPERIOR COFFEE & FOODS	0	

Supplier FOB	Item	Cont FOB	#	Volume
HUDSON INDUSTRIES-TROY, AL	MAYO-BULK	84200	0	
HUDSON INDUSTRIES-TROY, AL	SAUCE-BULK-TARTAR	92300	0	

**FIG. 192**

19300



Supplier	#	Volume
SSI FOOD SERVICES	0	
TEXAS AMERICAN FOOD SERVICE	0	
WHITEFORD FOODS	0	

Supplier FOB	Item	Cont FOB	#	Volume
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0026	0	
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0016	1	2,090,000
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0010	2	2,508,000

FIG. 193

19400



Supplier	#	Volume
VENTURA FOODS	0	
VENTURA FOODS	1	100,000

Supplier FOB	Item	Cont FOB	#	Volume
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8 9400	0	
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8 8400	1	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9 5100	0	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9 4100	1	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9 1200	0	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9 0200	1	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9 5800	0	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9 4800	1	

FIG. 194

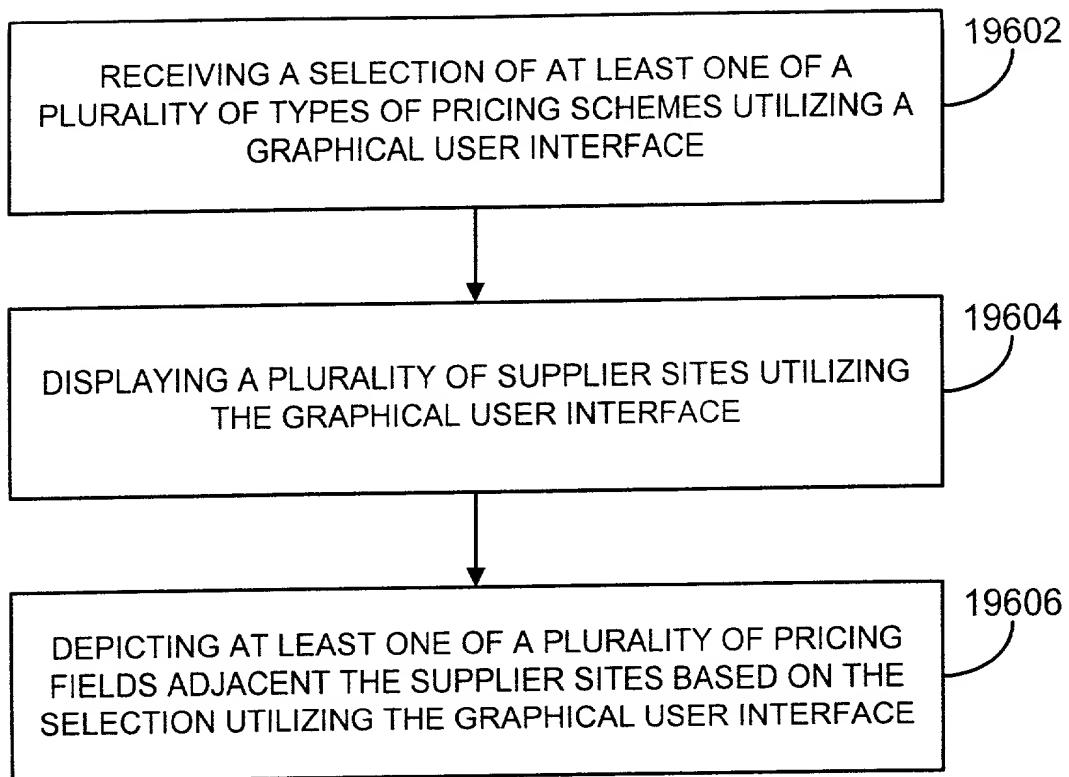
19500



Item Description	Supplier FOB				
FRIES-COATED	CAVENDISH-PRINCE EDWARD				
FRIES-COATED	J.R. SIMPLOT COMPANY-HERMISTON				
FRIES-COATED	LAMB-WESTON, INC-PASCO, WA				
Distribution Center	Delivered	#	Volume		
AMERISERVE-OMAHA, NE	0.3750	0	0		
AMERISERVE-PLYMOUTH, MN	0.3850	0	0		
AMERISERVE-WAUKEEHA	0.3670	0	0		
FLEMING FOODS-KAPOLEI	0.4725	0	0		
KING PROVISION-ATLANTA	0.3950	0	0		

FIG. 195

19600  
19602  
19604  
19606



**FIG. 196**

19700

5 00% ~ 19702

Total Rest. Growth Amount Usage Period  
09/01/97 to 06/31/98

Distribution Center	Current Rest. Count	Restaurant Growth %	Projected Avg. Rest. Count
AMERISERVEPOST-ALBUQUERQUE	27	5.00%	28
AMERISERVEPOST-DENVER	35	5.00%	37
AMERISERVEPOST-SALT LAKE,UT	2	5.00%	2
AMERISERVE-OMAHA,NE	166	5.00%	174

FIG. 197

19800

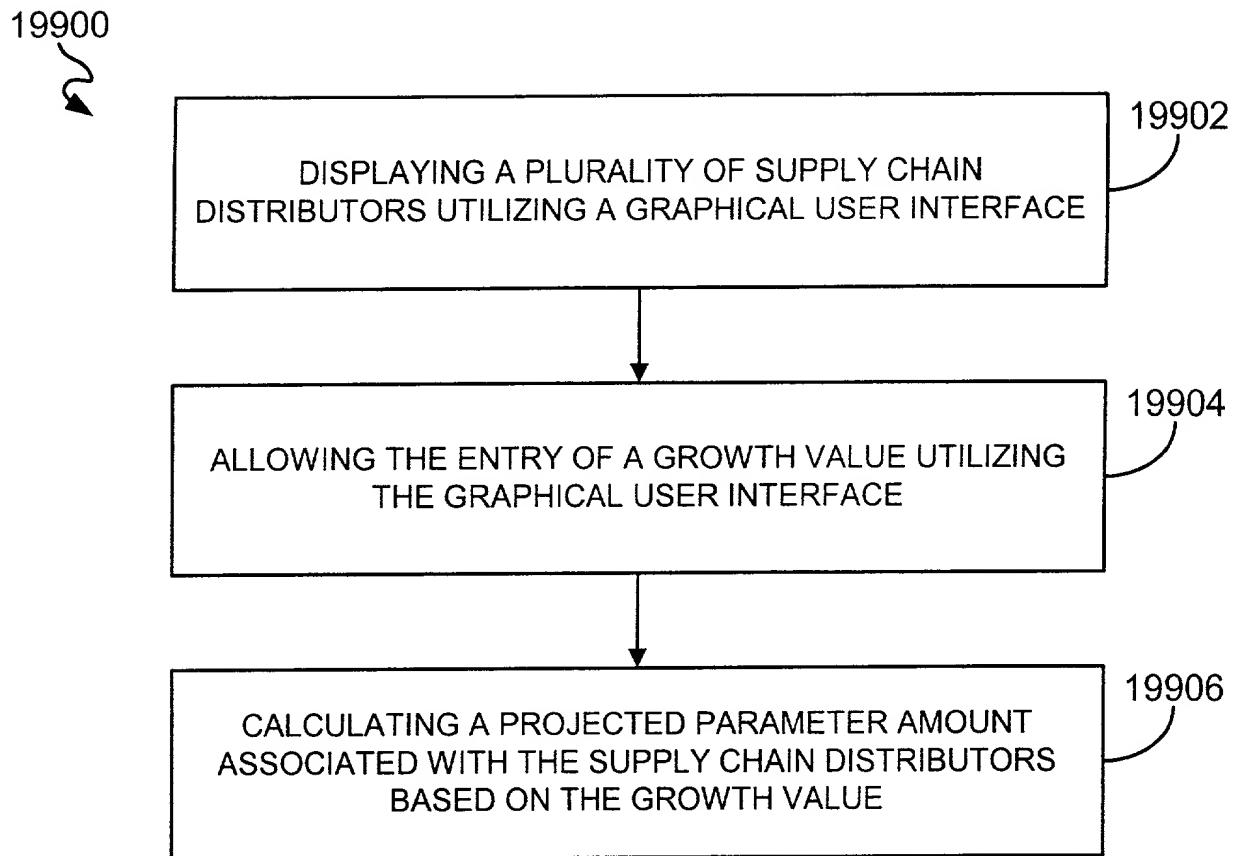
CHICKEN-PATTY

Item Item Growth % Usage Period  
.00

Distribution Center	Previous Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Usage
AMER-OMAMA	44,035	166	98.49%	24.12	4.00%	49,205
AMER-PLYMOUTH	37,141	177	100.00%	18.30	5.00%	40,823
AMER-MILWAUK	38,520	188	100.00%	19.02	0.00%	42,909

FIG. 198

4 0 6 9 3 2 1 0 \* 2 6 2 2 5 7 2 6 0



**FIG. 199**

20000

Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211
		<b>Lane Restriction</b>	<b>Honor TL Rate</b>
<input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded		<input type="radio"/> Required <input checked="" type="radio"/> Excluded	
<input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded		<input type="radio"/> Required <input checked="" type="radio"/> Excluded	
<input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded		<input type="radio"/> Required <input checked="" type="radio"/> Excluded	
<input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded		<input type="radio"/> Required <input checked="" type="radio"/> Excluded	

20002

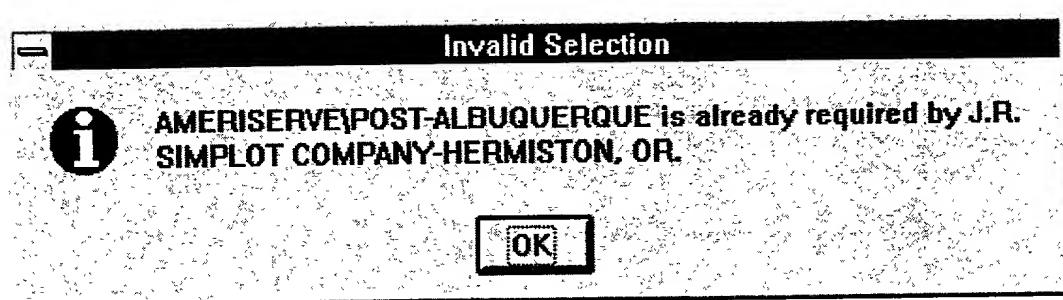
**FIG. 200**

20100

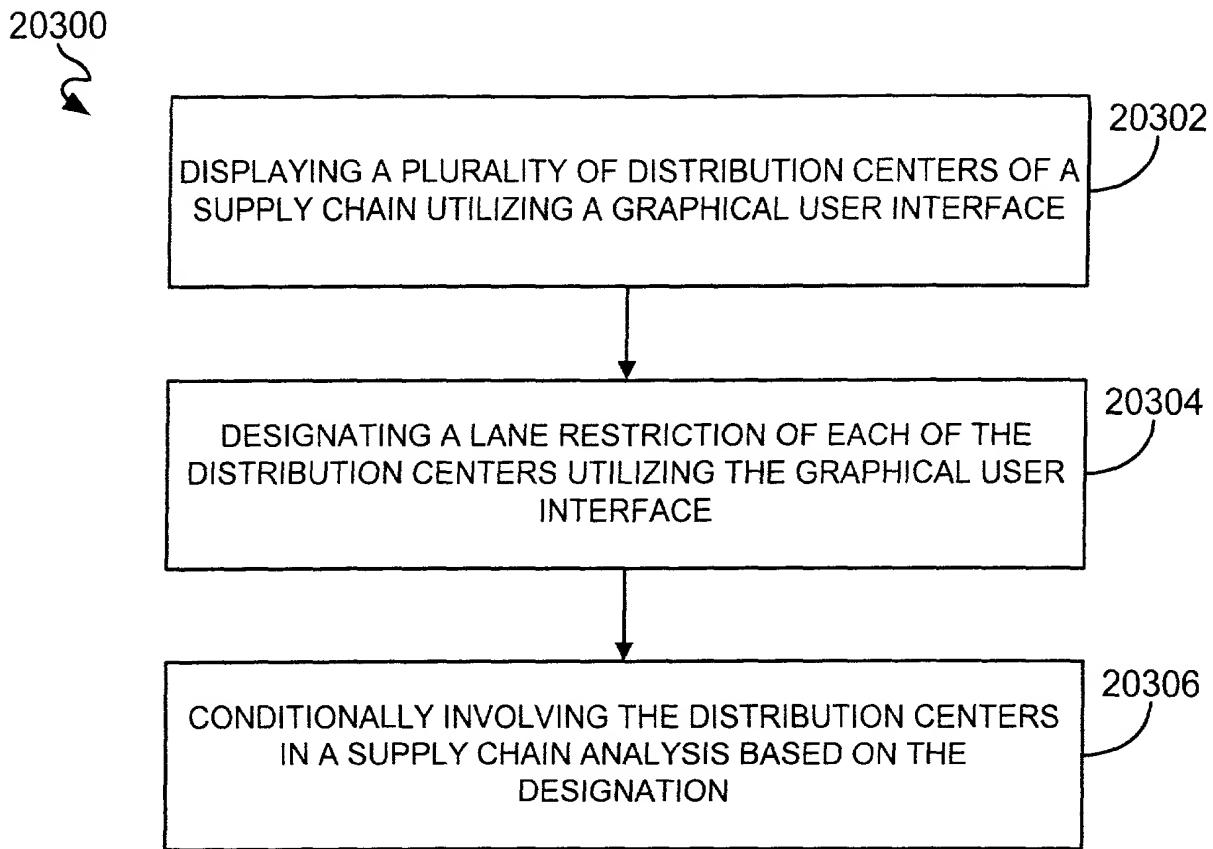
Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211
		<b>Lane Restriction</b>	<b>Honor TL Rate</b>
<input type="radio"/> Solver <input checked="" type="radio"/> Required <input type="radio"/> Excluded		<input type="radio"/> Required <input checked="" type="radio"/> Excluded	
<input checked="" type="radio"/> Solver <input type="radio"/> Required <input type="radio"/> Excluded		<input type="radio"/> Required <input checked="" type="radio"/> Excluded	

**FIG. 201**

20200



**FIG. 202**



**FIG. 203**

20400

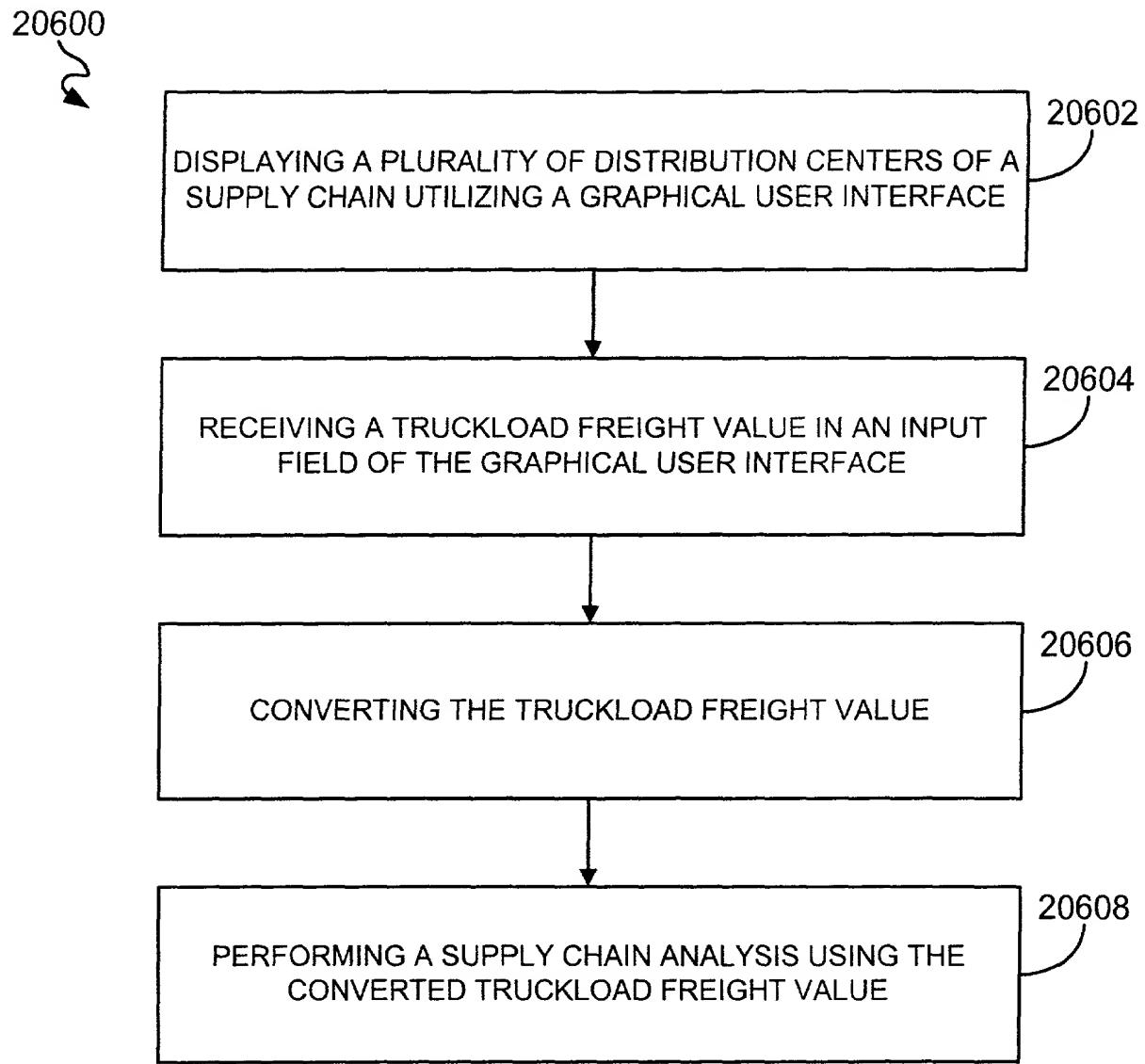
Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211
Distribution Center	Truckload Freight	Lane Distance	
AMERISERVEPOST-ALBUQUERQUE	1,617		
AMERISERVEPOST-DENVER	1,277		
AMERISERVEPOST-SALT LAKE UT	691		

**FIG. 204**

20500

Supplier FOB		Address					
O.K. FOODS-FORT SMITH AR	Fort Smith	AR	72904				
TYSON FOODS-GREEN FORREST AR	Green Forest	AR	72638				
TYSON FOODS-RUSSELVILLE AR	Russelville	AR	72801				
Distribution Center	Weight Minimum	LTL LBS	0 to 1,000 LBS	1,001 to 5,000 LBS	5,001 to 10,000 LBS	10,001 to 20,000 LBS	20,000 LBS
PS-ATLANTA	15,000						1.10
PS-BURLINGTON	15,000	400.00					1.20

**FIG. 205**



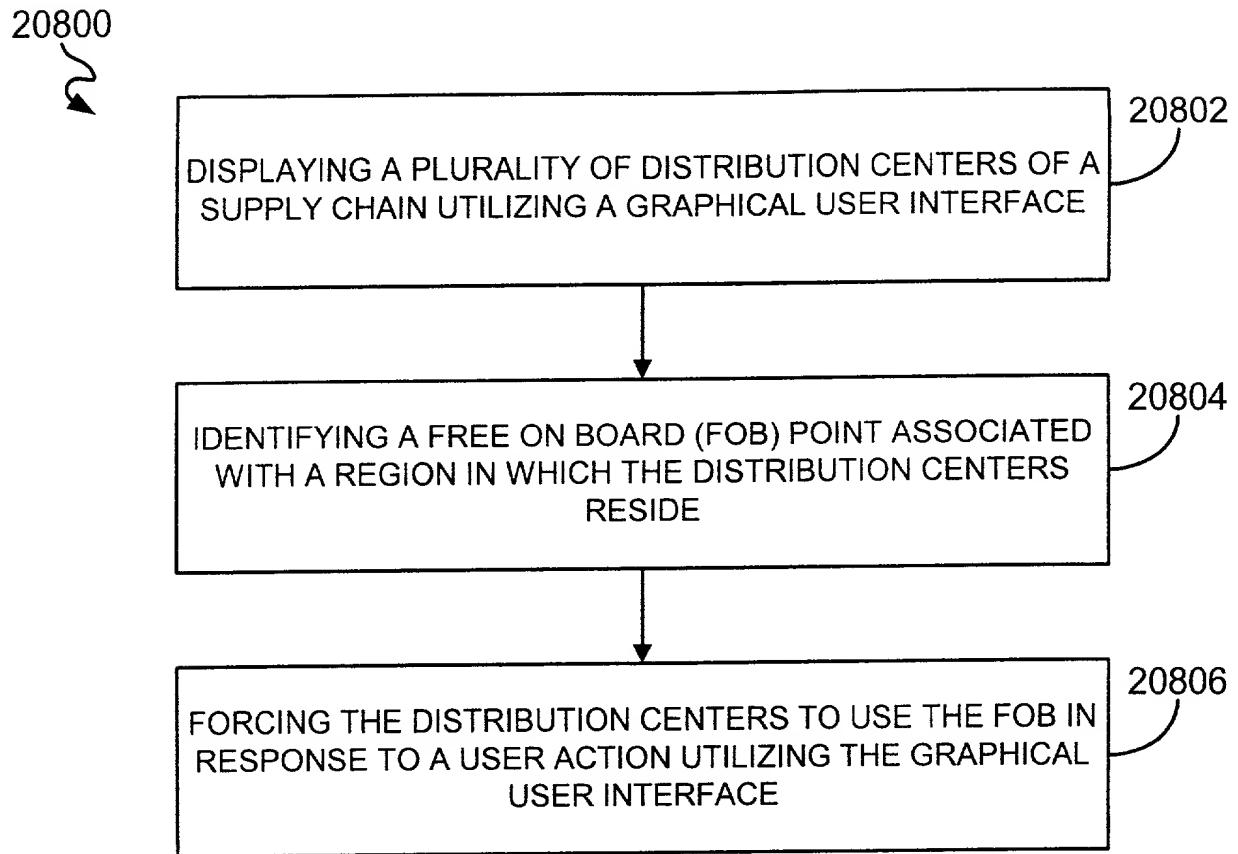
**FIG. 206**

20700

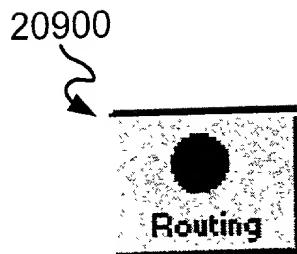
20700

<b>Analysis Region</b> MCCABE PORTLAND/RMW-ANCHORAGE	<b>Force FOB</b> <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
<b>Distribution Center Name</b> MCCABE QUALITY FOODS-PORTLAND RESTAURANTS NW-ANCHORAGE	<b>Site Role</b> Corporate & FOB Point Corporate & FOB Point

**FIG. 207**



**FIG. 208**



**FIG. 209**

Report Selection

Report Type: Optimal Product Routing

Report Name: Freight Information Provided

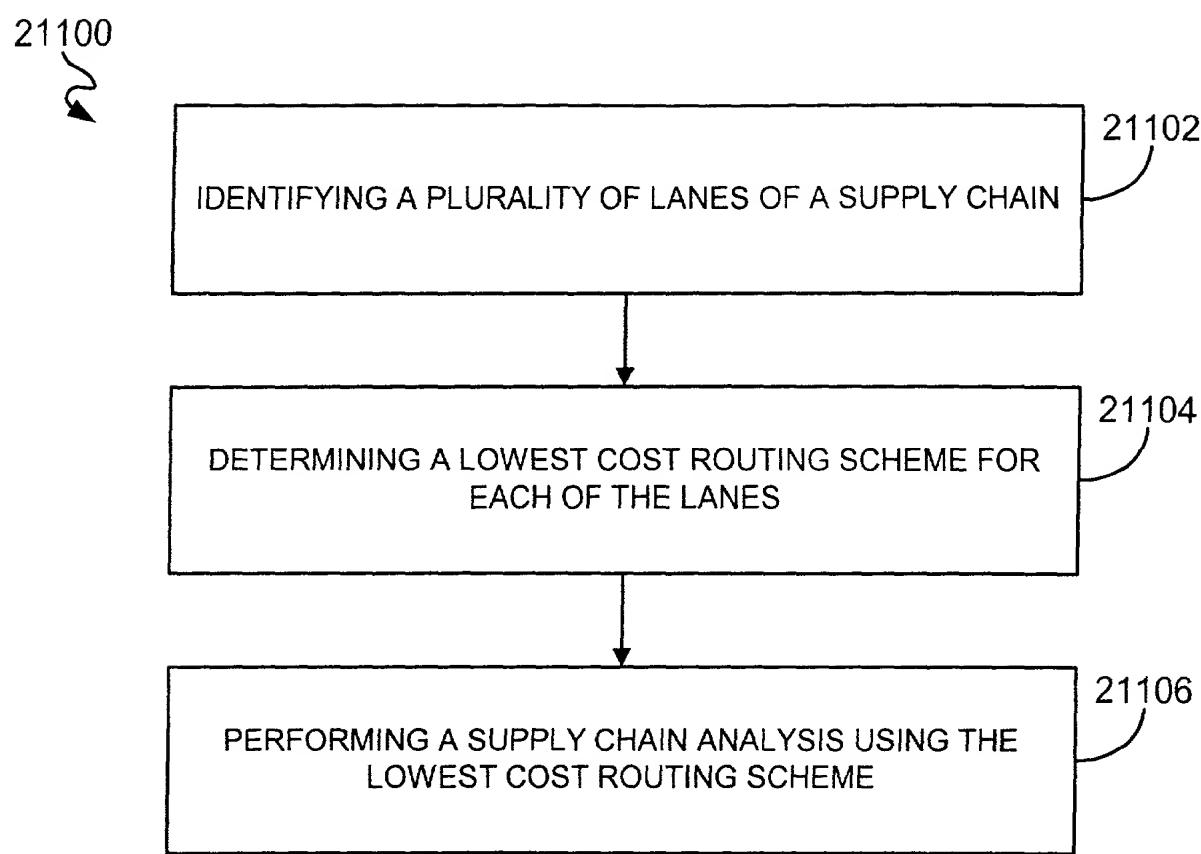
Report Parameters:

- Supplier: (All)
- Supplier FOB: (All)
- Distribution Center: (All)

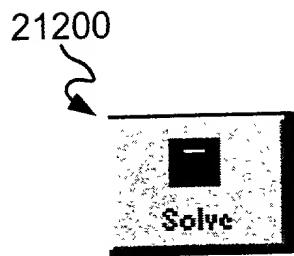
Version: Base Version

21000

**FIG. 210**



**FIG. 211**



**FIG. 212**

21300

21302

The screenshot shows a software interface for report selection. On the left, a "Report Selection" panel lists several report types: Awarded Volume, Comparison Reports, Cost Matrix Preview, Optimal Product Routing, and Tab Reports. The "Awarded Volume" option is selected and highlighted with a black box. On the right, a "Report Name:" field contains the text "Awarded Volume by Item - Detail". Below this field is a preview pane showing a grid of data rows, with the bottom row labeled "New Capacity & Prices". There are small up and down arrows next to each row in the preview pane.

**FIG. 213**

21400

- Awarded Volume by Item - Detail
- Awarded Volume by Item - Detail
- Awarded Volume by Item - Freight
- Awarded Volume by Item - Summary
- Competing DC Freight Analysis by Item
- Lane Assignment Matrix
- Lane Weighted Average Delivered Cost

**FIG. 214**

21500

- Assigned Volume Percentages (no conversion)
- Assigned Volume Percentages (with conversion)
- Invoice FOB Detail Comparison (no conversion)
- Invoice FOB Detail Comparison (with conversion)
- Invoice FOB Savings Comparison (no conversion)
- Invoice FOB Savings Comparison (with conversion)

**FIG. 215**

21600

Report Type:

Report Name:

Comparison Reports



Assigned Volume Percentages (no conversion)

**FIG. 216**

21700

Report Name:

Assigned Volume Percentages (no conversion)

Assigned Volume Percentages (no conversion)

Assigned Volume Percentages (with conversion)

Invoice FOB Detail Comparison (no conversion)

**FIG. 217**

21800

Item: HASH BROWNS(ROUND)

Comparison Versions:

- Base version
- With LTL riding with CCF, forced TL
- LTL moving with CCF, no Cavendish

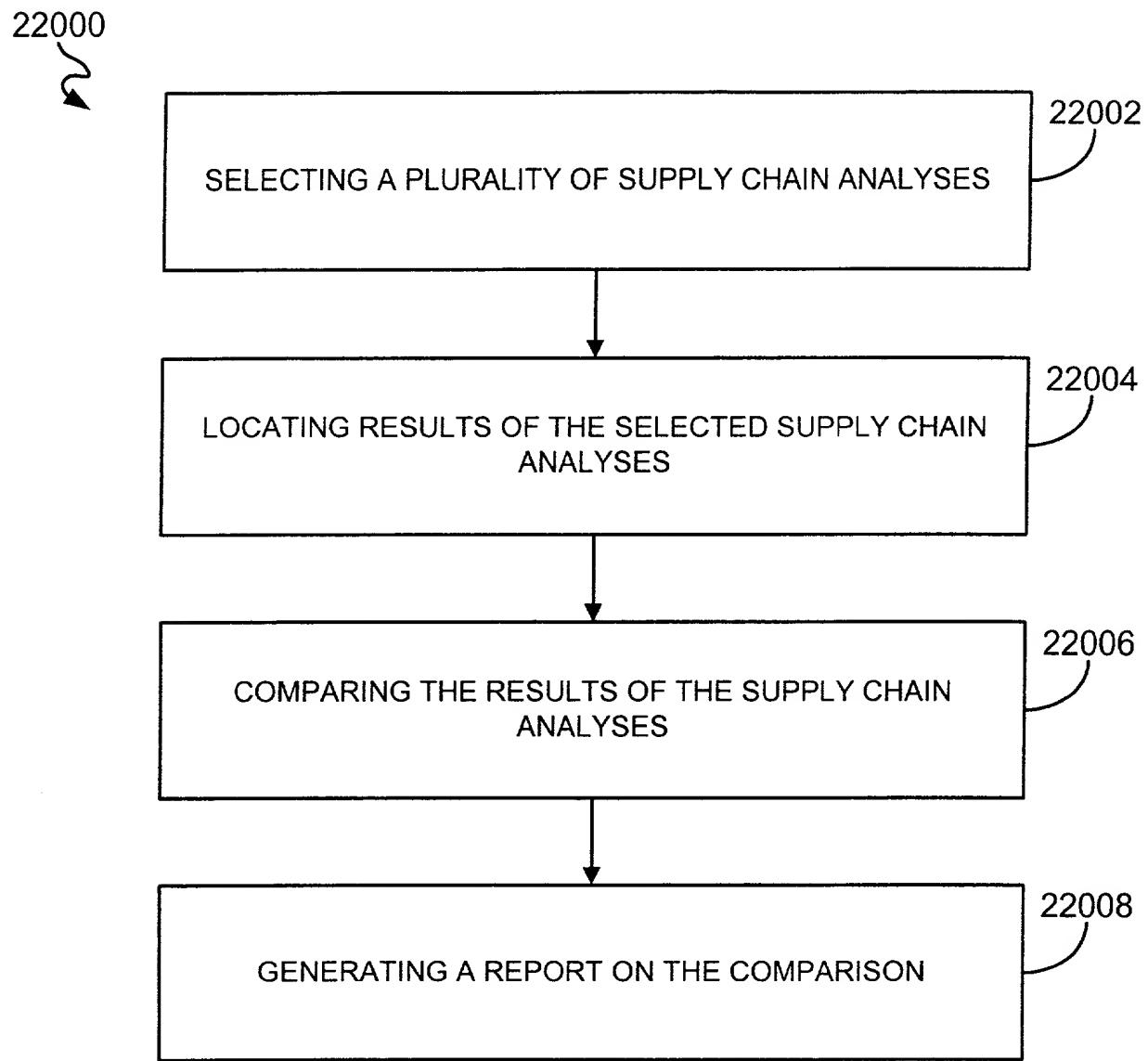
Include Cost Matrices: Yes  No

**FIG. 218**

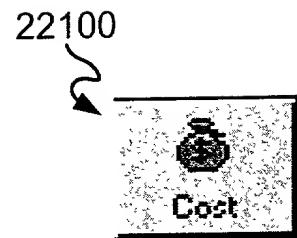
21900



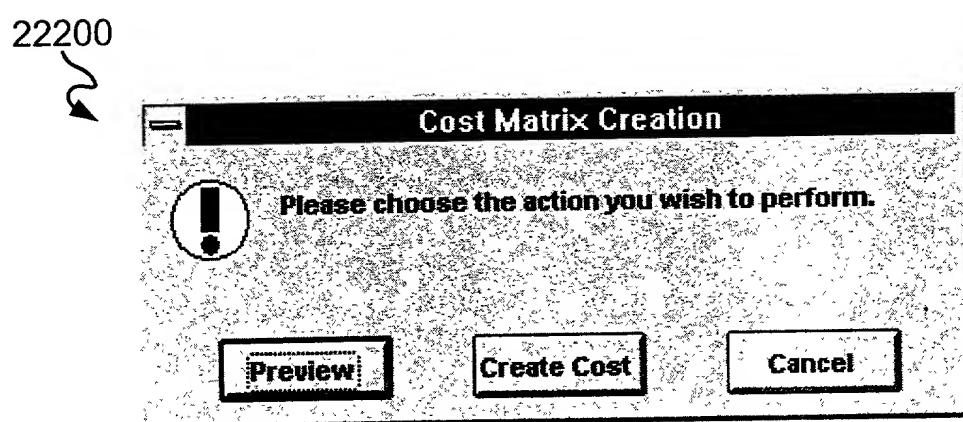
**FIG. 219**



**FIG. 220**



**FIG. 221**



**FIG. 222**

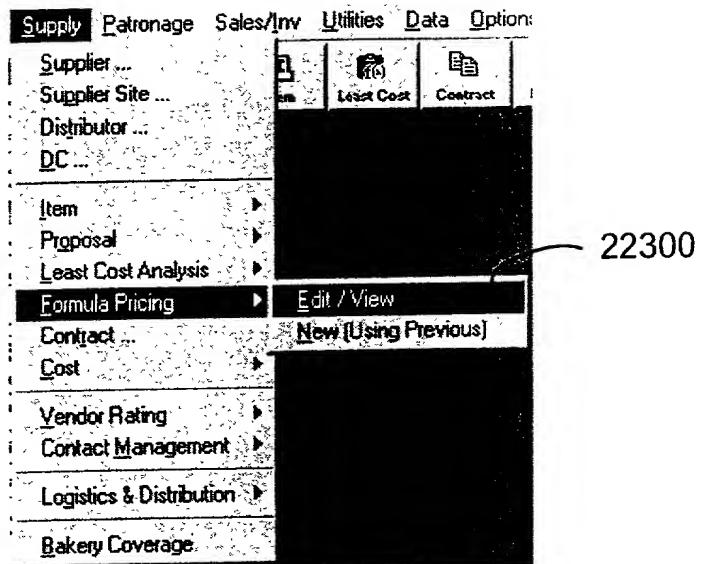


FIG. 223

A screenshot of a software window titled 'Formula Pricing - BEEF - 77% - 04/06/98'. The window has tabs at the top: 'General Info', 'Pricing', 'Freight', 'Formulas', 'Block Cost', and 'Adjustments'. The 'Pricing' tab is active. The window contains several input fields:

- Pricing ID: 12
- Description: Beef Pricing 04/06/01
- Item: BEEF - 77%
- Raw Material Pricing Date: 04/06/01
- From: 03/23/01
- To: 04/03/01
- Cost Matrix Begin Date: 03/15/01
- End Date: 03/28/01
- FOB Adjustment Amount: 0 0000

FIG. 224

22500

Formula Pricing - BEEF - 77% - 04/06/98													
General Info	Pricing		Freight		Formulas		Block Cost		Adjustments				
Date	FRSH DOM 50% TRIM	FRSH DOM 65% TRIM	FRSH DOM 73% TRIM	FRSH DOM 75% LEAN	FRSH DOM 80% LEAN	FRSH DOM 85% LEAN BL	FRSH DOM 90% LEAN VW	FRSH DOM 90% LEAN BL	FRSH DOM 90% LEAN VW	FRZN DOM 50% LEAN	BMP AUS 50% LEAH	Fine Titr Beef	
03/23/98	0.8800	0.9100	0.9052	0.9300	0.9318	0.9900	0.9900	0.9950	1.0000	0.9500	0.9500	0.7960	
03/24/98	0.8800	0.9100	0.9149	0.9400	0.9224	0.9800	1.0000	1.0500	1.1000	0.9400	0.9600	0.8400	
03/25/98	0.8800	0.9150	0.8957	0.9100	0.9224	0.9800	1.1000	1.1500	1.2000	0.9500	0.9300	0.9200	
03/26/98	0.8850	0.9155	0.8945	0.9190	0.9275	0.9855	1.2000	1.2500	1.3000	0.9600	0.9500	1.0000	
03/27/98	0.8900	0.9200	0.9344	0.9600	0.9275	0.9855	1.0000	1.0500	1.1000	0.9550	0.9800	0.8400	
03/30/98	0.8800	0.9300	0.9441	0.9700	0.9318	0.9900	0.9995	0.9998	1.0000	0.9870	0.9650	0.7998	
03/31/98	0.8660	0.9160	0.9539	0.9600	0.9412	1.0000	1.1000	1.1250	1.1500	0.9550	0.9870	0.9000	
04/01/98	0.8700	0.9200	0.9393	0.9650	0.9224	0.9800	1.2000	1.2300	1.2600	0.9630	0.9630	0.9840	
04/02/98	0.8500	0.9400	0.9490	0.9750	0.9318	0.9900	1.0000	1.0250	1.0500	0.9540	0.9870	0.8200	
04/03/98	0.8515	0.9700	0.9539	0.9800	0.9412	1.0000	1.1000	1.0750	1.0500	0.9580	0.9870	0.8600	
	0.8753	0.9247	0.9275	0.9529	0.9300	0.9881	1.0600	1.0950	1.1210	0.9572	0.9659	0.8760	

FIG. 225

22600

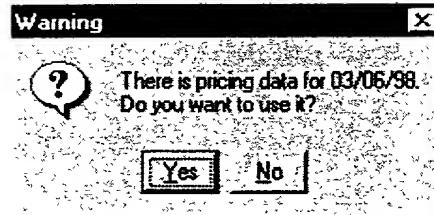


FIG. 226

22700

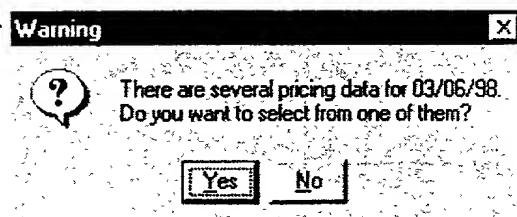


FIG. 227

22800

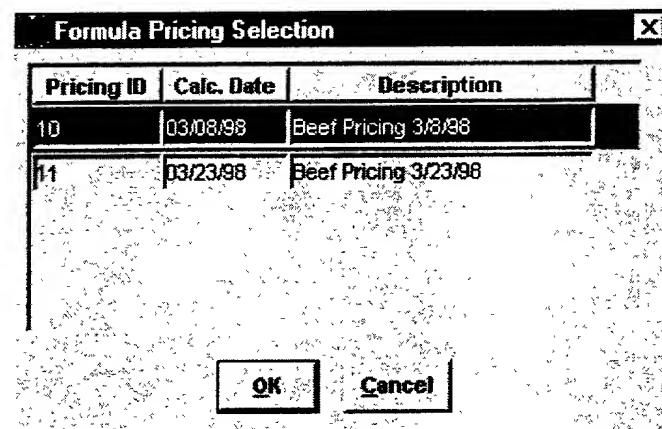


FIG. 228

22900

The window title is "Formula Pricing - BEEF - 77% - 04/06/98". It has tabs for General Info, Pricing, Freight, Formulas, Block Cost, and Adjustments. The Freight tab is selected.

**Supplier FOB:**

AMERICAN FOOD SERVICE	King of Prussia, PA 19406
DIVERSITY FOOD PROCESSING-VIRGINIA	Petersburg, VA 23805
GOOD SERVINGS PRODUCTS-NH	Manchester, NH 03108

**Freight Amt:**

Material Type	Freight Amt
Fresh Domestic 50% Trim	0.0450
Fresh Domestic 65% Trim	0.0000
Fresh Domestic 73% Trim	0.0000
Fresh Domestic 75% Trim	0.0000
Fresh Domestic 80% Lean	0.0000
Fresh Domestic 85% Lean	0.0000
Fresh Domestic 90% Lean	0.0400
Fresh Domestic 90% Lean-Blue	0.0000
Fresh Domestic 90% Lean-Yellow	0.0000
Frozen Domestic 90% Lean	0.0000
Imported Australia 90% Lean	0.0150

FIG. 229

23000

Formula	Pct.	Cost	Total													
AFS-1	0.3120	0.2871							0.1880	0.2134	0.4000	0.3924	0.1000	0.0911	0.9846	
DIV-1	0.1400	0.1295	0.2000	0.1949	0.1400	0.1368			0.2000	0.2190	0.3200	0.3139			0.9941	
GS-1	0.3270	0.3042							0.1730	0.1972	0.3600	0.3549	0.1400	0.1303	0.9886	
S&C-1	0.2414	0.2200					0.2179	0.2026	0.2179	0.2153	0.2179	0.2386		0.1050	0.0956	0.9721
SER-1	0.3250	0.2926							0.1750	0.1951	0.3650	0.3571	0.1350	0.1236	0.9884	
TEX-1	0.3090	0.2766							0.3410	0.3802	0.2500	0.2452	0.1000	0.0896	0.9916	
WH-1	0.3250	0.2958							0.1750	0.1969	0.3650	0.3608	0.1350	0.1230	0.9765	
WIS-1	0.3325	0.2977							0.4875	0.5185	0.1000	0.0986	0.1000	0.0890	1.0018	

FIG. 230

23100

Formula	Raw Material Cost	Yield	Block Cost	Margin	FOB Price	Include?
AFS-1	0.9840	0.98	\$0.9990	0.1232	\$1.1222	✓
DIV-1	0.9941	0.98	\$1.0123	0.1669	\$1.1792	✓
GS-1	0.9866	0.98	\$1.0037	0.1287	\$1.1324	✓
S&C-1	0.9721	1.00	\$0.9721	0.1457	\$1.1178	✓
SER-1	0.9684	0.98	\$0.9831	0.1325	\$1.1156	✓
TEX-1	0.9916	0.98	\$1.0067	0.1232	\$1.1299	✓
WH-1	0.9765	0.98	\$0.9939	0.1275	\$1.1214	✓
WIS-1	1.0018	0.98	\$1.0202	0.1334	\$1.1536	✓

FIG. 231

23200

Formula	Raw Cost	Yield	FOB Price	Margin	Adjustments	Adj. FOB Price
AFS-1	0.9840	0.9850	0.9990	0.1232	0.0000	1.1222
DIV-1	0.9941	0.9820	1.0123	0.1669	0.1500	1.3282
GS-1	0.9866	0.9830	1.0037	0.1287	0.0000	1.1324
S&C-1	0.9721	1.0000	0.9721	0.1457	0.0000	1.1178
SER-1	0.9684	0.9850	0.9831	0.1325	0.0000	1.1156
TEX-1	0.9916	0.9850	1.0067	0.1232	0.0000	1.1299
Amount		Adjustment Desc				
0.1500		Upcharge				

FIG. 232

23400



23300

23302

FIG. 233

FIG. 234

23500

Formula Maintenance			
Formula ID	Facility	Description	Short Name
5	AMERICAN FOOD SERVICE	American Food Service Formula A	AFS-1
7	DIVERSITY FOOD PROCESSING - VIRGINIA	DIV Formula - 1b	DIV-1
8	GOOD SERVINGS PRODUCTS - NH	Good Servings Formula 1	GS-1

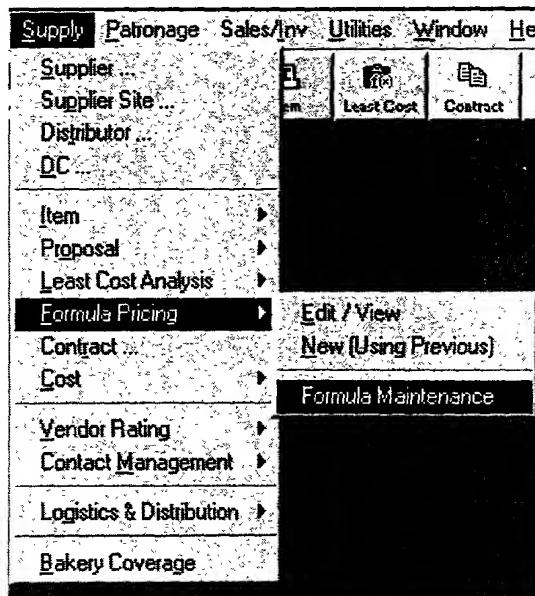
Number of Rows: 14

Material Type	Begin Date	Percentage
Fresh Domestic 50% Trim	10/03/1997	31.2000%
Fresh Domestic 73% Trim	10/01/1996	20.0000%
Fresh Domestic 85% Lean	10/01/1997	5.0000%
Fresh Domestic 90% Lean	10/01/1997	18.8000%

Number of Rows: 6

**FIG. 235**



23600

**FIG. 236**